

Playboy to sell UK casinos

Playboy has agreed in principle to sell five British casinos to Trident Television, owner of Tyne Tees and Yorkshire independent television companies. The £17m deal means that Playboy is pulling out of gambling in Britain altogether, after the Metropolitan Police successfully opposed renewal of its licences to run two London casinos. Playboy is appealing against the decision. Page 13

Judges warn GLC on rates

Two judges in the High Court ruled that the Greater London Council supplementary rate to pay for London Transport's fare reductions was not illegal, but said that any future subsidy paid out of rates might be. Page 3

Libyans leave Chad capital

Libyan troops and armour were seen leaving the capital of Chad after Colonel Gaddafi, the Libyan leader, had reportedly telephoned his commander in Ndjamena and ordered a withdrawal within days. Chad's officials had not been officially notified. Back page

Rippon will not oppose Thatcher

Mr Geoffrey Rippon, a former Cabinet minister who has demanded change in the Government's economic policies, has told Oxford University Tory Reform Group that he will not challenge Mrs Thatcher for the leadership of the party. Page 2

Diplomatic miss by Carrington

Lord Carrington arrived at Riyadh airport only 10 minutes after Mr Yasir Arafat, chairman of the Palestine Liberation Organization, flew out. The two thus avoided embarrassing their hosts, the Saudi Arabians, and each other, over Crown Prince Faud's Middle East peace proposals. Page 6

Brokers' charges may double

Small investors will have to pay double the present commission to their stockbrokers if proposals now before the Stock Exchange Committee are approved. The lowest commission charges for small bargains would rise from 27 to 55. Page 13

December debut for tilting train

British Rail's tilting train, the 160 mph Advanced Passenger Train, will make its public debut next month, four years late. An eight-coach prototype train will make a round trip from Glasgow to London. Back page

Former Turkish Premier jailed

Mr Bulent Ecevit, the former Turkish Prime Minister, was jailed for breaking a ban on political activity. He had written to the state broadcasting company complaining of remarks made by Turkey's head of state. Page 5

New twist at the Maze

The dirty protest, the hunger strike and the hunger strike at the Maze prison in Belfast have been replaced by the bizarre but relatively harmless "no work" protest, which means that prisoners spend most of their day locked up. Page 3

Downs baby 'had survival chance'

The baby at the centre of the Downs syndrome case had an 80 per cent survival chance at birth, the prosecution said. The judge, beginning his summing up, spoke of the jury's heavy responsibility. Page 4

CB radio poser

Citizens' band radio, legalized this week, gives the freedom of the airwaves to anyone, with a £10 licence and a £80 set. But the problem of regulating the users of the illegal AM system remains. Page 4

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Back in business today

BL workers defy shop stewards

By Clifford Webb and Donald Macintyre

Sir Michael Edwards, British Leyland's chairman, last night won his fourth successive battle over annual pay increases when senior shop stewards agreed to call off the strike by more than 50,000 of the company's car workers.

Sir Michael's clear victory over his shop stewards is qualified by the fact that it follows a company-wide trial of strength, the first since he took over, which is likely to leave bitterness in many plants for some time to come.

But although the unions managed at last weekend's talks involving the Advisory, Conciliation and Arbitration Service to wring some limited bargaining concessions from the BL chairman, the company's original "take it or leave it" 3.8 per cent basic pay offer remains intact.

The same shop stewards in last night's vote had 24 hours earlier voted, just as convincingly to reject the marginally improved offer and recommend BL's workforce to continue the three-day-old stoppage throughout the company's 34 car plants.

By last night the stoppage had cost BL production of 4,000 cars worth £20m. The settlement will be seen as a further clear victory for Sir Michael, even though it comes after a trial strength which is likely to leave bitterness in some plants for some time to come and which forced Sir Michael to make limited bargaining concessions for the first time in three years of pay negotiations.

The BL decision, which was quickly welcomed by Sir Michael, is also a welcome boost to the Government, who would have been faced with a possibly critical blow to its seven-point plan to do with the threatened strike having over it last week and apply for the £340m still allotted to it by ministers for 1981-82.

The shop stewards' abstention from the vote was a surprise. The result of the vote, which expected some loss of support for the strike as workers came under pressure from their families to protect their jobs but not such a clear majority to go back to work.

That's a relief. I can now buy a Japanese car without feeling guilty.

Mr Terence Duffy, president of the AUEW, who had provoked angry criticism from pickets and some local officials with a television appeal on Monday night to BL employees to return to work, said last night that the decision by the workforce was a victory for common sense.

"This is in no way a victory for Sir Michael Edwards. Our members want a fair day's pay for a fair day's work, and I trust that this will now be forthcoming."

The stiffer resistance to acceptance of the company's offer came from the two second plants, employing 10,000 workers. Employees in the body plant voted overwhelmingly and at the assembly plant narrowly against the improved offer and for continuing the strike. But both factories will hold meetings early this morning and are expected to join the return to work.

It was from Cowley, that some of the bitterest union recriminations called on the Government to cut business costs and provide a boost to demand—even if this meant a temporary increase in the Public Sector Borrowing Requirement.

It was clear from keynote speeches that there is growing impatience with the Government's apparent willingness to allow further job shedding and cutbacks in industrial capacity to occur.

Mr Ronald Utiger, chairman of the CBI's economic and financial policy committee, rebutting arguments that a recovery would lead to a loss of control over pay asked: "Are those who use this argument really trying to say that we are going to remain in the present catastrophic situation for ever?"

He continued: "I think one must accept that there has to be some degree of risk here. But I would suggest that it is best to run that risk now after the improvements which have been obtained in the overall pay situation and the understanding of the industry, rather than to put off for one or two or three years in the belief that it might be less of a risk then."

Sir Peter Parker, chairman of British Rail, said people in the public sector knew the problems they presented to the economy in pay, pricing, and performance. They were aware of the weakness to management of not having a bottom line of bankruptcy.

The public sector knew it had its share of the plague of over-manning and inevitable involvement of government in a modern economy, he said.

In his closing speech, Sir Campbell Fraser, chairman of Dunlop Holdings and Deputy President of the CBI, was at pains to stress that the organization agreed with the main objectives of the Government: "Although we sometimes wish it would find less painful ways of reaching them."

Mr Jeff Rooker, Labour MP for Birmingham Perry Barr, attacked Sir Raymond Pennington for having the "brass face" to say that pay is the very root of inflation.

Quoting Sir Raymond's salary as £46,527, Mr Rooker said a "period of silence" would not go amiss as the CBI president is receiving 11 times national average earnings.

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Ayes have it: Workers at BL's Longbridge plant voting by a show of hands to accept the return-to-work formula.

Foot invites Benn to take frontbench role

By Julian Haviland, Political Editor

Mr Wedgwood Benn will next week make his first speech from the Opposition front bench since the general election of May 1979.

At Mr Michael Foot's invitation he will join in a Commons attack by Labour on the Government proposals to sell state holdings in North Sea oil to the private sector.

Immediately after his speech, scheduled for Tuesday night, the Opposition will divide the House in the first of two votes condemning Government policy at the end of the debate on today's Queen's Speech outlining the legislative programme for the coming year.

Colleagues and rivals of Mr Benn said last night that Mr Foot's plan, which was agreed at a meeting of the Shadow Cabinet yesterday, was obviously designed to give a boost to Mr Benn's chances of election to the new Shadow Cabinet.

Mr Foot has said that, to unite the party, he is anxious to see Mr Benn elected.

Nominations for the ballot will open two days after the parliamentary triumph which Labour MPs see as certain for Mr Benn.

Mr Benn, a former Secretary of State for Energy, is said by friends to be passionately

Russia tells captain to stay on his submarine

From David Brown, Stockholm, Nov 3

The captain of the Soviet submarine which ran aground a week ago, Mr Swedish waters, today refused to leave his vessel for a second round of interrogation. He told a Swedish naval officer that he had received fresh instructions to submit to questioning only on board his submarine.

A defence staff spokesman said the Swedish authorities stood by their demand that the interrogation should take place on board a Swedish vessel.

Later a spokesman said the authorities would be prepared to continue the investigation on board the submarine. "We are most interested in a further examination of the navigation equipment on the vessel."

Yesterday the submarine captain, Pyotr Goshin, and his navigation officer, were interrogated for seven hours on board a Swedish torpedo boat in the presence of Soviet diplomats. But the spokesman said today that this had not been sufficient.

The Swedish authorities have refused to accept Captain Goshin's explanation that a fault in his gyro-compass caused him to misnavigate and enter the restricted area.

The officer in charge of the investigation, Commander Karl Andersson, and other Swedish naval officers accompanied Captain Goshin back to his vessel last night to inspect the charts and the navigation equipment.

A preliminary report on the inquiries was given to the Government today by the Supreme Commander of the Swedish armed forces, Lieutenant General Leunart Ljung.

Mr Thorbjörn Fälldin, the Prime Minister, refused to comment on the report but a spokesman said that the submarine was unlikely to be released today.

After yesterday's rough seas, the submarine remained at anchor in calmer weather today about 1,000 yards from where it went aground in restricted waters only miles south-east of the naval base of Karlskrona.

Mr Olof Ullsten, the Foreign Minister, met Mr Mikhail Yakovlev, the Soviet Ambassador, this morning but the outcome of their talks was not revealed.

The submarine, which was built in the 1950s, suffered only superficial damage but a defence staff spokesman would not comment on the condition of the 56-man crew. The submarine must still undergo civil seaworthiness tests before it can be handed back to the Russians.

About 10 Soviet vessels were still positioned today just outside Swedish waters to take delivery of the submarine when it is released. The Swedish Government has stated that no decision will be taken on how and when the submarine and its crew will be released until it is satisfied with the results of the investigations.

Move to stimulate industrial recovery CBI presses for 'modest' £1,500m reflation package

From Peter Hill, Eastbourne

Britain's employers are to reinforce their demands for the Government to introduce a £1,500m reflationary package to stimulate industrial recovery.

Leaders of the Confederation of British Industry, led by its president, Sir Raymond Pennington, are to urge the Chancellor of the Exchequer and other ministers later this month for talks. Their concern was emphasized in a resolution passed at the annual conference here yesterday which called on the Government to cut business costs and provide a boost to demand—even if this meant a temporary increase in the Public Sector Borrowing Requirement.

It was clear from keynote speeches that there is growing impatience with the Government's apparent willingness to allow further job shedding and cutbacks in industrial capacity to occur.

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November 26 likely for Crosby election

By Anthony Bevins, Political Correspondent

Government whips are today expected to move the writ for the Crosby by-election, enabling it to be held on November 26. The rare speed of the by-election arrangements reflects Conservative concern at the threat posed by Mrs Shirley Williams, the Social Democrat Alliance candidate.

At the last election, the Conservatives won the seat with a majority of 19,272 votes and with 56.9 per cent of the vote. The alliance leaders have few illusions about the difficulty faced by Mrs Williams in beating such ingrained support for the Conservative Party. Mr Roy Jenkins said yesterday that Crosby was a cast-iron Conservative seat. "This is going to be a hard fight, but one which we shall fight with great determination."

Dr David Owen said: "It would be a sensational victory. I think in the aftermath of Croydon there is a tendency to forget the size of the obstacle."

Mr David Steel, the Liberal leader, said that his party would be giving Mrs Williams its fullest support. The local Liberals, who have stepped down in favour of Mrs Williams as the alliance candidate, declined from a 20.6 per cent share of the poll in February, 1974, to just 15.2 per cent at the last election.

One measure of Conservative panic has been the shift of opinion within the government ranks on the best date for the poll. At one time last month it was suggested that the by-election would be called for December 3, so that the constituency's older voters would have time to appreciate the pensioners' increase which takes place on November 23.

That supposed advantage has been swept aside in the apparent hope that the Social Democrats and the Liberals will be unable to mount a concerted campaign of the sort that achieved so much success in Warrington near by, last July.

The alliance camp feels, however, that Mrs Margaret Thatcher has made a tactical blunder in calling an early by-election hard on the heels of Croydon, North-West, and St Pancras, North.



Mr Butcher: Tory choice.

John Butcher, aged 39, a chartered accountant, from Wilmow, Cheshire, was chosen by Crosby Conservatives last night as their prospective candidate (John Butcher writes).

He came second in the general election in May, 1979, in Crewe, polling 18,051 votes against Mrs Gwyneth Dunwoody's 22,288 for Labour.

Mr Butcher, so far relatively unknown in national politics, is a former member of Kensington and Chelsea Borough Council in London.

Sir Graham Page, a former Minister for Local Government and Development, whose death has brought about the by-election, polled 34,768 votes in May, 1979.

Alliance headline, page 2

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Baby had 80% chance of survival, doctor trial told

John Pearson, the baby in the Down's syndrome case, had an 80 per cent chance of survival when he was born, Mr. Douglas Draycott, QC, told the jury at Leicester Crown Court yesterday.

Mr. Leonard Arthur, aged 55, a consultant paediatrician, of Royal Oak Cottage, Church Broughton, Derbyshire, has pleaded not guilty to the attempted murder of the baby at Derby City Hospital in July last year. A murder charge against him was withdrawn last week. John Pearson died at the age of three days.

Mr. Draycott, for the prosecution, said that when the baby was born he apparently had none of the complications from which children with Down's syndrome sometimes suffer.

He said of Dr. Arthur: "He is a responsible and caring paediatrician. He is a humane man."

The prosecution has alleged that Dr. Arthur prescribed the baby the drug DF118 after he had been rejected by his parents. The drug, which suppresses appetite and impairs breathing, it was claimed.

Mr. Draycott said Dr. Arthur's philosophy was that if parents rejected a child it was honest and ethical from the standpoint that the child was better off dead. The doctor thought that prefer-

able to the child's being in an institution or with foster parents. He recognized that there was little chance of adoption.

"He took steps, we say, to ensure that John Pearson would not survive," counsel said. That was done by the doctor's ordering that the child should not be fed, that he should not be treated, and that he should be given only water and DF118. "From that situation John Pearson was not intended to emerge alive, and he did not."

Mr. Draycott said the jury had to decide Dr. Arthur's intention when he saw the baby at noon on June 28, last year, hours after his birth. There was a vital difference between putting a child into what he called a "holding situation", to see what would happen, and what did happen.

No single factor of Dr. Arthur's actions had been responsible for the death, but the combination had been.

"The time has not come in this country," counsel added, "when a doctor can say that because a child is mentally retarded and that condition is irreversible, because your mother does not wish you to survive, 'I'm going to take steps to see that you do not survive'. That is not permissible under English law, and it is there that Dr. Arthur has

Landowners defend tree planting achievement

By John Young
Planning Reporter

Far from destroying the landscape, farmers and landowners are planting millions of trees and maintaining thousands of miles of hedgerows, stone walls and rivers for visual and ecological reasons, the Country Landowners Association claimed yesterday.

In Publishing the first results of a survey among its 50,000 members, the association clearly hopes to refute many of the criticisms of modern farming methods made during the passing of the Wildlife and Countryside Act.

Some 18,000 questionnaires had been sent out so far, and the first 1,500 replies had been analysed. Between them, the respondents owned or managed about 1,700,000 acres but there were vast variations in the size of holdings; more than a fifth were of less than 100 acres, while the top 23 per cent were more than 1,000 acres.

Together, the respondents claimed to have planted more than nine million new trees, of which about half were broadleaved or mixed woodland. Commercial afforestation schemes were excluded from the survey.

Additionally, more than 17,500,000 trees were replanted in existing woodlands, of which more than half were broadleaved or of mixed species.

Seventy per cent of respondents said they managed hedgerows with conservation in mind, and more than a quarter had planted new hedges.

Half of them claimed to have created new wildlife habitats and a quarter belonged to county naturalists' trusts or similar bodies. About half allowed public access other than on public rights of way, and many provided particular facilities like nature reserves, farm trails and open days.

Mr. James Douglas, the association's director general, said yesterday that he thought a 3 per cent sample survey was at least as representative as those used by, for example, public opinion pollsters.

But Lord Middleton, the president, agreed that it was not statistically perfect and that landowners who were proud of their conservation record were more likely to reply to questionnaires than those who were not interested.

As for criticisms levelled at farmers by conservation organizations, he thought the "badges" had been singled out, and quite rightly. "If people behave like barbarians, they deserve to be pilloried," he said.

Jury rejects 'woman's period' plea

From Ronald Kerstow, Middleborough

A woman's defence that she could not remember crimes of which she was accused because of premenstrual syndrome was rejected by a jury at the Central Criminal Court yesterday.

Mr. Keith Evans, her counsel, said it was the first time that such a defence had been put forward in Britain.

But the jury, which included six women, convicted Sandra Smith, aged 29, a barmaid, of threatening to kill a police sergeant and possessing a penknife as an offensive weapon outside City Road police station, Islington, London. Sentence was adjourned until Monday and she was allowed bail.

Miss Smith, of Francis Road, Leyton, is serving a three-year probation order for stabbing to death a barmaid who worked with her at a public house in Leyton. The probation order was imposed in May last year for manslaughter by Judge Miskin, QC, the Recorder, who also dealt with her yesterday.

Judge Miskin said Miss Smith suffered from premenstrual syndrome and had to have daily injections of a hormone drug, progesterone.

Housing aid centre wants fairer subsidies policy

By Our Planning Reporter

Radical changes in the housing subsidy system are needed to prevent the polarization of society between owner-occupiers and council tenants, a report published today says.

The report by SHAC, the London Housing Aid Centre, claims that the relative financial position of tenants has worsened steadily compared with that of owner-occupiers, and that subsidies disproportionately favour those with the highest incomes.

Ideally, subsidies should be linked systematically to incomes. That would involve introducing a tax on the imputed income from ownership, and on capital gains, together with higher rents in the public sector, in return both owner-occupiers and tenants would be able to claim income-related housing allowances.

In the absence of such radical reforms, the report advocates increased subsidies to tenants or reductions for owner-occupiers.

MINISTER'S MERSEYSIDE KICK-OFF

From Our Correspondent
Liverpool

The first measures of a £2m scheme to improve leisure facilities in Merseyside were announced yesterday by Mr. Neil Macfarlane, Minister for Sport.

A multi-purpose sports hall in St. Helens is to go ahead after the government honoured its pledge to match pound for pound donations from private companies which have so far topped £400,000.

The Government's promise to spend up to £1m on local sports projects was made by Mr. Michael Heseltine, Secretary of State for the Environment, during his visit to Merseyside after the Toxteth riots in the summer.

Mr. Macfarlane, who visited some of Toxteth's community projects yesterday, said the St. Helens project had been made possible by a £150,000 grant from Fillegston's, the glass company. He would not say if there were any definite plans to improve facilities in the riot area.

"The St. Helens project is only the starting point. What we intend to do now is look at what is required in the other communities of Merseyside."

Bomb man's funeral sealed off

By Tony Sanstam

The people of London were unable yesterday to pay their respects to Mr. Kenneth Howarth, the Metropolitan Police explosive officer who was killed as he was trying to defuse an IRA bomb nine days ago.

His funeral, at Chelsea Barracks in south-west London, was held among the tightest security precautions seen at such an occasion in this country. The Barracks, was the target of the bomb attack earlier last month that killed two people and launched the latest campaign of Provisional IRA terrorism on the mainland. It was sealed off as armed soldiers patrolled the perimeter. The service conducted by Canon Mark Wright, of the Diocesan Protection Group, lasted about 40 minutes.

In his eulogy, Sir David McNee, the Metropolitan Police Commissioner, said of the bomber: "It is a cruel paradox that when they are apprehended, for caught they will be, it will be our concern as a civilized society to ensure that they receive humane and just treatment, something which they denied Kenneth Howarth."

Guide to citizens' band

Citizens' band radio, which became legal this week, puts the freedom of the airwaves into the hands of anyone with a £10 licence and a £60 set. Its arrival in Britain in legal form was slow and dogged by bureaucratic and political wranglings; 60

other countries have already authorized similar systems. The Home Office says that more than 200,000 illegal users of the outlawed AM system remain. The "breakers" — as the users like to be known — say the figure is more like a million and

few intend to pay to switch to the legal FM system. Now that licences are available, the police are expected to crack down on the AM rebels. As the fad declines in the United States, Times reporters review the jangled rise of CB in Britain.



How it goes: The citizens' band radio in operation and (right) a typical set. The "squack" knob filters out background noise, static and weak stations. "RF Gain" is used to cut radio frequency volume in the receiver amplifier or to cut noise on stations near by. "Rog" signifies the end of a conversation by bleeping.

Freedom of the air from £70 providing it's legal

By David Hewson and Kenneth Gossling

For the first time, anyone can broadcast a general warning about a drunk or a radar trap, or call for an ambulance or a repair man from the dashboard of a car.

In a country where broadcasting equipment is normally confined to the professional and the technically-qualified amateur, CB represents something of a palace revolution in support of people's radio.

The equipment is cheap, relatively simple to use, and available in hundreds of high street stores and specialist shops. The price of a set starts at about £60 and rises to more than £100 for the more complex models. Most are made to be fitted into cars, though home versions are available.

Aerials start at about £15 and need to be checked with an aerial matching meter, costing about £12.50 to monitor the output and prevent interference.

Installation of car CB radio is similar to that of an ordinary car radio, and can easily be done by anyone with average do-it-yourself skills. Most dealers offer free advice on installing and use of CB sets to anyone buying a unit.

There has also been a flood of CB books and magazines on the market. The field is led by *The British CB Book* (Peter Chippindale, £2.95), while magazine readers can choose between the glossy pages of *Practical CB* (£1.75) and the more sedate pages of *CB* (56p), the latter old and claiming to be the first in the field.

Learning to use a CB rig is not difficult, although strange to anyone unused to radio communication. It is not a replacement for the much more expensive car telephone systems sold by such companies as Ray and Securitor; CB has no direct dialling facility.

Breakers first broadcast a general call on a contact channel, asking for a general conversation or trying to seek out one particular call sign by name. If contact is made, then the two parties switch to another channel and continue their conversation.

There are generally 40 channels, two solely for emergencies. Speaking on the contact channel is usually limited because of many other breakers seeking CB partners. So even in the most perfect

conditions, contact with a particular party can be guaranteed only if he or she is in range and knows when to listen for the call. In clear country, a CB set will normally have a range of up to 20 miles. In built-up areas, such as central London, large buildings reduce this to a few miles and can cause huge blind spots.

Those who have been using CB illegally before this week say the units are chiefly used for social chat with other, suitably diehard, enthusiasts.

But the units also come in useful for transmitting details about traffic jams and accidents. Two channels are set aside specifically for emergency use.

There are two frequencies on which CB can be operated at present. One is on AM (amplitude modulation), illegally used by an estimated million operators; the other is FM, or frequency modulation, approved by the Home Office for use in this country, but incompatible, it critics say, with a great many other countries, including the United States.

There is little difference in the range that can be achieved. Authorized CB, the Home Office experts say, has a range and performance at least as good as that obtained with illicit equipment and without the risks. That range varies between one and a half miles in cities to about 15 miles in the countryside.

But what are the risks and how serious are the consequences of interference? CB? According to the Home Office, the use of FM leads to 10 times fewer incidences of disturbance to the emergency services, to civil aviation, to the ordinary domestic television receiver or hi-fi.

That is nonsense, according to the National Committee for the Legalisation of CB Radio, founded in November 1979 at the invitation of Sir Patrick Wall, MP, who is chairman of the all-party parliamentary working party on CB.

There is very little in it when it comes down to real problems of interference, they say.

The Home Office retaliates with figures that show over 35,000 complaints of interference to authorized radio services by illicit 27 MHz CB; but while 25,000 were to

television reception and 10,000 to radio and hi-fi, only 400 were to police, fire brigades and ambulance communications.

CB offences saw 268 people taken to court in the first six months of this year, with 259 convictions. Last year the Customs seized nearly 9,000 illegal CB sets and in the first six months of this year over 14,000 pieces of apparatus were seized.

The rate of complaints is running at more than 1,000 a week. FM would lower that figure quite considerably, the authorities say.

An independent observer who bears that out is Richard Maybury, editor of the monthly magazine *Citizens' Band*. "It won't interfere with television," he says. "I have even stood a new FM set on top of my television set and there has been no problem at all."

"Sooner or later someone's life is going to be saved — and it is now conceded that CB does not interfere with heart pacemakers. Cabs and police interfere with each other — you can't blame that on CB."

The other major complaint, along with the antennae, is that if the Home Office had got on and done this two years ago, then you would not have had a substantial illegal system. At that time it was estimated that 30,000 sets were being operated illegally.

In a Commons debate on October 22, Sir Patrick Wall said that the new good reason to think this figure had risen to between 750,000 and one million; and he also referred to a widespread belief that there were Home Office officials opposed to CB.

The result, Sir Patrick told me yesterday, was that Britain had a system that was on the wrong frequencies; the Government expected people to throw away about a million AM sets and buy new ones, with the prospect eventually of changing again when the EEC approved a common European standard.

Is conversion from AM a feasible proposition? According to Mr. Maybury it is technically possible, but unlikely to appeal to many people.

"In general it will cost as much to buy as to convert, including the payment to

Customs of £5 to take account of the illegal set's liability to import duty and value-added tax."

"It would put the price of converting up into the £70-£80 bracket. I understand it will be possible to buy a set for £45 soon and when the market settles down, for as little as £30-£40."

There is another, and more powerful, reason for converting from AM to FM or buying a new FM rig. And that is that in the next two months police are going to crack down on illegal users of CB. They now have the added weapon of asking to see a licence.

It will, some say, be a short, sharp campaign designed to impress on pirates the need to go legal.

The Post Office, which issues licences on behalf of the Home Office, has been running short training courses on detecting illegal users.

So was it really worth while to go to all this trouble — to issue licences, to set up a massive detection campaign — when to all intents and purposes our new FM/CB system is unique and very little use to us when we go abroad or to foreign visitors who bring their CB radios over here — mainly truck drivers?

The Home Office has published its criteria along with the results of exhaustive tests that have been carried out. Those show that on the new legal FM bands of 27 MHz and 34 MHz interference to home entertainment equipment is negligible and certainly at a considerably lower rate or incidence than with the present illicit equipment.

So far, according to the Post Office, there has been no rush to buy CB licences.

There may be a spurt towards mid-December. But however the public responds, opposition to the new standard will continue.

Time and experience will show whether Mr. Leslie is right. Meanwhile, the reaction to experience of CB so far from the county police force in Kent, which has a motorway running through it with hundreds of lorries heading to and from the continent each day, is that there has been very little to worry them.

"Some interference, yes," a technical services spokesman said, "but really no great amount."

Mistress fought with knife, surgeon says

From Ronald Kerstow, Middleborough

Paul Vickers, the Newcastle surgeon charged with the murder of his wife, yesterday described to Teeside Crown Court how, as his wife lay dying upstairs, his mistress, Miss Pamela Collison, broke into his house and attacked him with a knife.

On another occasion she attacked him with a glass, he said, adding: "Retribution being apt, I struck her in the face and broke a bone in my hand."

Mr. Vickers was giving evidence on the twelfth day of the trial in which he and Miss Collison aged 34, of Margaret Road, New Barnet, Hertfordshire, are jointly charged with murdering Margaret Collison, Vickers' wife, in June, 1979, by administering to her an anticancer drug, CCNU. Both deny the charge.

Mr. Gilbert Gray QC, for Mr. Vickers, ended six hours, 55 minutes of questions by asking Mr. Vickers: "Did you converse with Pamela Collison to kill Margaret, your wife?" Mr. Vickers replied: "No sir."

Did you intend to kill Margaret your wife? No. Did you ever wish to harm her? No, I think my record of caring for her is very good despite the disaster that happened in the end.

Earlier Mr. Vickers described "odd incidents" in which Miss Collison behaved unusually. She was obviously a disturbed person.

Miss Collison loaded his house with CCNU, for which he had written prescriptions and sent to Miss Collison in return for her help in writing his prescriptions in false names.

Mr. Vickers said his wife had stopped medication with CCNU in mid-December, 1978, and appeared her normal self until February. Then he examined her and decided she was very ill.

"I really hadn't linked CCNU two months prior to this with the state my wife was in at that time."

Her condition improved

MINISTER'S JOB RULING LATER

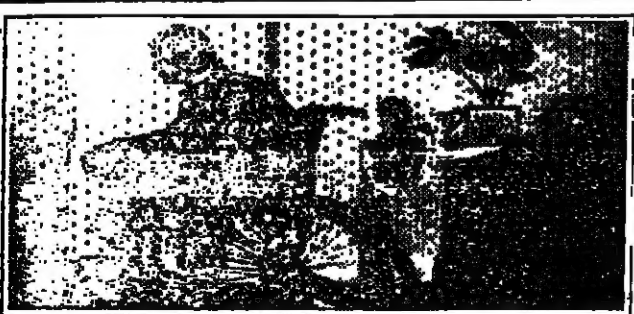
An industrial tribunal in London adjourned yesterday to discuss whether it could consider the case of a Methodist minister who was dismissed for alleged misconduct. It reserved judgment to a later date.

The Rev. Orton Parfitt, aged 48, of Broughton, Leicestershire, was a Methodist minister of Georgetown Methodist Church in Jersey until he was dismissed after a church disciplinary hearing found him guilty of several charges, including advertising as a free-lance minister and a hypnotist in local newspapers.

OXFORD FELS FORESTRY STUDY

Oxford University intends to phase out teaching agriculture and forestry from October, 1983 and offer a course in applied biology instead. The move, announced by the University Grants Committee in July, has the backing of the Board of Agricultural Sciences. It will be debated by the University Council in November.

Mr. William Bell, the university's information officer, said the university would be cutting the total number of science places by 2 per cent by 1983-4.



FOR SOME PEOPLE, EVERY DAY IS REMEMBRANCE DAY

To help ex-Service men and women in need costs more today than ever before. So giving a few pence is no longer enough.

Please give more for your Poppy this year.

THE POPPY APPEAL

Watch for the Noddy Town bears

By Philip Howard

THAT'S A BIG 104! YOU GOT THAT CAPTAIN JIVE ALIVE AND DOING IT WITH YOU AGAIN!



With the legalization of citizens' band radio it is possible that a new wave of argot is going to sweep into British English. This is to be argot in its primary French sense as the secret vocabulary of criminals and tramps, used to veil their meaning from less sophisticated ears. It is argot from *les flics de la rue*.

Those using CB in Britain before November 2 were breaking the law. And anyway much of the American CB slang seems to be concerned with evading the law, or warning other asphalt pilots about radar traps or police cars. The vocabulary is conspicuously rich in terms for the police from "bear" for police of any kind, as in "bear company," or "noddies" to "killing squirrel" (police helicopter) and "hay burning" (mounted police).

There is nothing surprising about this concern with the law. Since Captain Francis Croese compiled *A Classical Dictionary of the Vulgar Tongue* (London, 1785), the underworld and the shady side of the law have been the richest sources of new slang into the English language.

This is partly because criminals and their associates are anxious to keep their conversations private from any law-enforced bears. It may also be partly because the poor, the criminal, and the uneducated get their own back on the drabness of their lives by the colourfulness of their private language.

Attempts have been made to adapt CB argot to British English. Vocabularies are being compiled. London, for

sense in our adopting the Ten Code (Ten-Four Hundred — Drop Dead) when our native law enforcement officers do not use it.

One of the arguments put forward for CB argot by its proponents is that it is a form of oral shorthand to save time during the short period that reception is possible between two vehicles thundering towards each other on a motorway. The trouble about that argument is that many of the CB phrases are notably longer and more laborious to say than the words they replace. It is quicker to say "pigs" than "four-legged Go Go dancers"; more economical to say "radar trap" than "haemorrhoid with a polarcoid."

Another argument for CB is the populist, anti-elitist one of opening the air waves to the ordinary trucker. That seems to me as spurious an argument as the one that radio phone-in programmes add to the national debate by letting the ordinary man and woman have their say. In fact they usually add to the national inarticulacy, prejudice and incantation of received slogans.

Remember Orwell's *NewSpeak*, in which English was reduced and impoverished to a set list of argot words, so that it was impossible to express any new or dangerous ideas. We shall see, we shall see. But my guess is that CB will turn out in Britain to be a transient cult vocabulary, used by the sort of people who like dressing up and playing roles as characters from the Wild West.

Fading fad across the Atlantic

From Ross Waby
New York

In the United States the CB fad has faded. From a peak of 15 million licences reported by the Federal Communications Commission in October, 1979, the number has dropped fewer than 10 million.

"We are deleting 300,000 to 500,000 a month, and renewing about 20,000 a month," the commission said.

The 1973 oil embargo prompted the United States Government to impose nationwide speed limit of 55 miles an hour as a petrol conservation measure, which was anathema to truckers' profitability.

They turned to CB to thwart highway police. Drivers spotting police cars alerted other road users and a system was evolved whereby trucks could maintain high average speeds while avoiding detection.

Once the boom was under way, the airwaves became jammed, to the chagrin of emergency services and others with a genuine need. The number of channels was lifted from 23 to 40 and the Federal Communications Commission had plans for 115 before the novelty wore off. Complaints also fell, especially those involving interference to television reception and record player quality. CB radio was so popular that it led to a crime wave in the theft of CB sets.

Mitterrand seeks African approval for Chad policy

From Charles Hargrove, Paris, November 3

One of President Mitterrand's main objectives at the Franco-African conference which he opened this morning, is to obtain the sanction of the 31 participants for his policy on the Chadian conflict, in which he is playing the card of African legitimacy.

The support of the two-day conference is important for the credibility of his African policy. "The reasonable solution is by way of the creation of a pan-African force," he told them this morning. "France will make her aid available unconditionally for the reconstruction of Chad, which aspires to unity and independence."

Most of the African leaders gathered here consider that France has a moral responsibility for Chad, as President Mitterrand said in a speech on French radio this morning. He spoke of "the many errors committed in the Chadian affair". Its solution must be first and foremost African, but it was possible for France to assist Chad by training its army or through economic development. "France must undertake to help this country in one way or another."

Mitterrand implied at the conference that there was no question of renewing his predecessor's policy of direct military intervention in Chad, or elsewhere. "In particular, France is ready, when this corresponds to the decisions of the OAU (Organization of African Unity), to provide her assistance and ensure the means which will guarantee your sovereignty."

Amin aide charged with murder

Kampala, Nov. 3. Mr. Abdulla Nasur, a provincial governor during the Idi Amin regime in Uganda, pleaded not guilty in the High Court today to a charge of murdering Mr Francis Walugembe, a business man who was mayor of Masaka, a small town 30 miles south-west of Kampala, in September 1972.

Mr Walugembe died a few days after a force of Ugandan guerrillas supporters of Dr Milton Obote had entered Uganda from Tanzania in an abortive attempt to overthrow President Amin.

Chief Justice George Masika today heard evidence by two attendants at the Masaka mortuary, who said they had seen Mr Walugembe's body.

At the time of Mr Walugembe's death, Mr Nasur was an army lieutenant in Masaka. Mr Walugembe was known to support Dr Obote's Uganda People's Congress Party and was suspected of aiding the invaders.

Mr Nasur refused to answer any questions about Idi Amin or his time as governor. "I am not a politician," he said. "I want to devote all of my energies to this case." The hearing is expected to last several days. — Reuters and AP.

UCD IN SPAIN FACES MASS DEFECTIONS

From Harry Debelius, Madrid, Nov 3

Members of the Social Democratic wing of the ruling centre Democratic Union (UCD) are scheduled to meet here tonight to decide whether they will leave the party en masse.

The meeting, was called after Señor Francisco Fernández Ordóñez, the principal Social Democrat leader and former Justice Minister, decided to resign from the party, a decision which he allegedly communicated personally to Señor Leopoldo Calvo Sotelo, the Prime Minister last night.

Regardless of the outcome of their meeting, however, the Social Democrats will continue to support the Prime Minister on main issues, according to the semi-official Spanish news agency EFE.

The news agency claimed that Señor Fernández Ordóñez made a pact with the Prime Minister to guarantee the stability of the Government. The threatened breakaway of the Social Democratic wing of the centre party follows months of tension. Last weekend a right-wing deputy defected.

Señor Fernández Ordóñez walked out of an executive committee meeting of the party yesterday.

Tunis opposition accuses authorities of poll fraud

From Godfrey Morrison, Tunis, November 3

Final results in Tunisia's legislative election announced by the Interior Ministry today showed the government-backed National Front to have won every seat, but the outcome has been greeted with great scepticism.

Even government officials used such terms as "remarkable", "exaggerated", and "unbelievable" when asked in private about the results which showed the National Front taking 94.6 per cent of the votes cast.

The election was the first multi-party one to be held here in 22 years and the three opposition groups have accused the Government of cheating. Their complaints included intimidation of voters, arrests of opposition candidates, harassment of their meetings by government forces, and a refusal by the authorities to allow their scrutineers access to polling stations and the counting of votes.

Mr Driss Guiga, the Minister of the Interior, said today that all stages of the election had taken place "in normal conditions". He added that the opposition groups were not being present at the polling stations. Their names, forenames, addresses, and age had not been given to the authorities in time.

Tunisia has had a comparatively tranquil political life in its quarter of a century of independence, with President Habib Bourguiba ruling virtually unchallenged.

But the past three years have brought three serious incidents which persuaded a section of the political

establishment — notably the Mohammed Mzali, the Prime Minister — that a degree of liberalization was indispensable.

In January, 1978, a strike degenerated into violence in which several hundred people are believed to have died. Two years later a group of Libyan-trained Tunisians took the Tunisian town of Gafsa, and managed to hold it for a couple of days, which was designed as the start of a general uprising, was suppressed by the Government, but it showed discontent in the south.

The third serious challenge to the regime came earlier this year when there was a spate of anti-government preaching in mosques in many parts of the country. In July, the Government arrested the leadership of the Islamic fundamentalists who were behind this anti-government agitation and more than 60 of them were jailed.

At the same time, the Government legalized the Tunisian Communist Party which had been proscribed in 1963, and had since operated underground.

The present election was then announced and it seemed to political observers that the regime saw liberalization of lay political life as a means of neutralizing fundamentalist opposition through an offer of political participation.

But the scepticism with which the election results have been greeted could simply mean that the Government has landed itself with new opponents while reducing its public credibility, particularly among the young.

S Africa's Indians to boycott election

From Michael Hornsby, Johannesburg, Nov 3

Most of South Africa's 800,000 Indians are expected to express their rejection of the Government's attempts to draw them into the political structure of apartheid by ignoring tomorrow's election to the officially approved South African Indian Council (SAIC).

An element of drama was injected into the election by the explosion of a bomb early today in the regional offices of the Department of Internal Affairs in Durban, which are in the same building as the SAIC headquarters and the Directorate of Indian Education.

Mr Louis Le Grange, the Minister of Police, blamed the explosion, which caused no serious injuries, on opponents of the SAIC election, and urged Indian voters not to be frightened away from the poll.

His plea is unlikely to be heeded, however, and most observers expect a low turnout tomorrow. By far the biggest meetings during the election campaign have been in support of a poll boycott.

Reagan neutral in daughter's contest

From Ivor Davis, Los Angeles, Nov 3

Another Reagan is looking for a job in Washington. Ms Maureen Reagan, the oldest daughter of the President, officially threw her hat into the ring as a Republican candidate for the United States Senate in California and claimed that although her father wished her luck he said he would remain neutral.

Ms Reagan, aged 40, who recently married Mr Dennis Revell, a Los Angeles lawyer, her third husband, will campaign against seven other Republican candidates, including the incumbent, Senator S. I. Hayakawa, and another offspring of a famous politician, Congressman Barry Goldwater Jr.

"I have to be in the public sector to do what I have to do right now," said Ms Reagan. When asked if she would have entered the race if her father was not President, she replied: "It would have been much easier if he wasn't in the White House. It doesn't have anything to do with him."

Ms Reagan, who has openly disagreed with her father on numerous issues although she campaigned actively for him when he ran for the Presidency, is a strong supporter of the Equal Rights amendment which her father opposes. She recently opposed the sale of Awaacs radar aircraft to Saudi Arabia.



Maureen Reagan: Openly disagreed with her father on numerous issues

Malaysia presses for Asian news agency

From David Watts, Singapore, November 3

Western press reports about Malaysia were "calculated to frighten away foreign investors", Datuk Seri Mahathir Mohamed, the Malaysian Prime Minister, said today.

The reports came after the takeover of the Guthrie Corporation and were "as a result of our legitimate attempts to gain control of our own resources", he said. The reports were the latest examples of frequent misreporting of Malaysian affairs in the Western press, he added, apparently referring to Fleet Street, when he opened a meeting of the Organization of Asian News Agencies (OANA) in Kuala Lumpur.

Developing countries could no longer accept the imbalance in the flow of information between the developed and developing countries, he said. For far too long the developing countries had suffered ill-treatment by powerful Western news agencies, and insufficient space allocated by Western newspapers.

"I strongly feel that the time has now come for the Asian news exchange concept to be translated into reality as the first step towards the establishment of a new world information and communication order", he said.

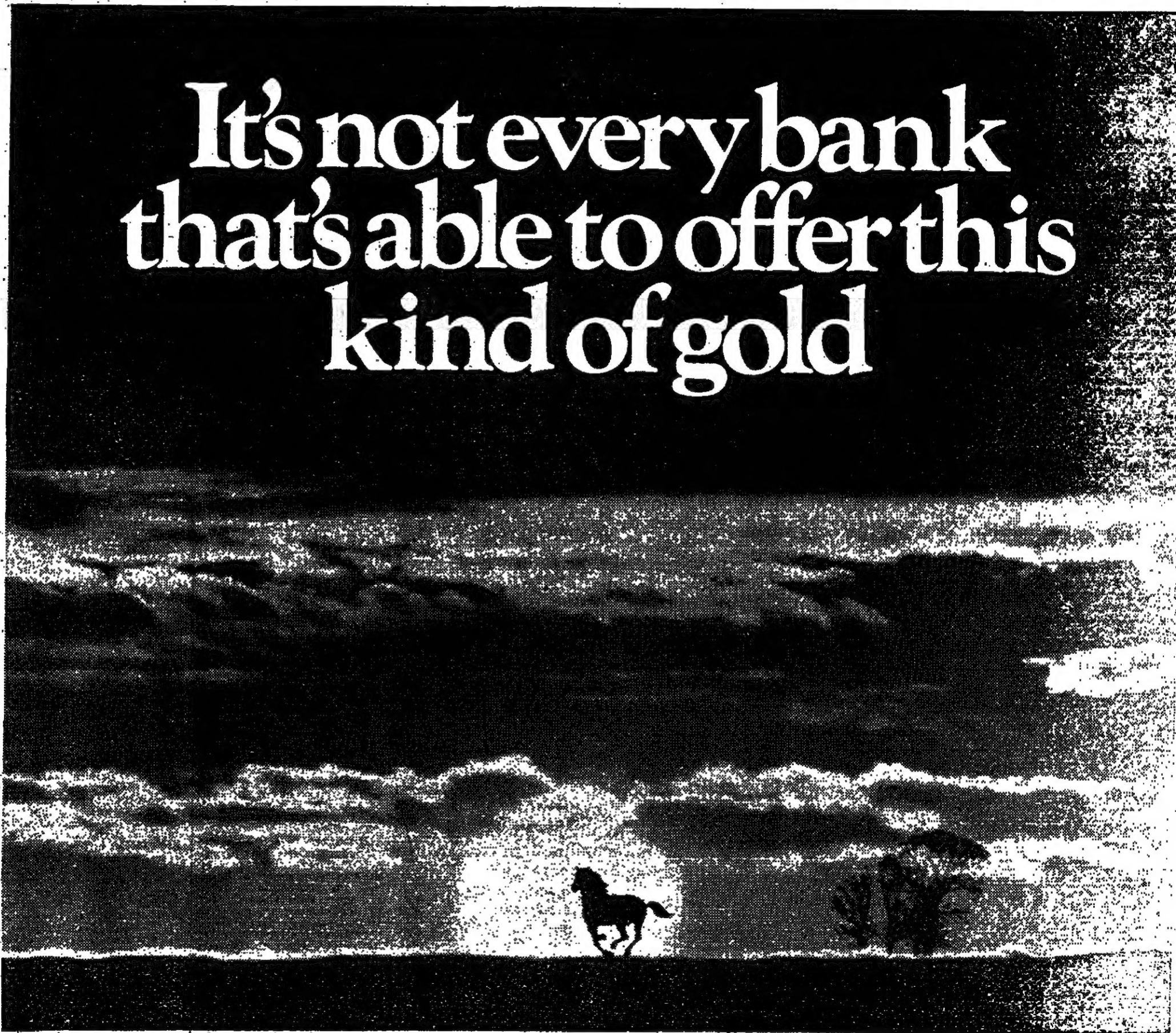
The launching of such an exchange is one of the principle items on the agenda of the news agencies' meeting which is being attended by representatives from agencies in Indonesia, Pakistan, Bangladesh, Malaysia, India, Japan, Sri Lanka, the Philippines, Nepal, Thailand and South Korea. Singapore, which has no national news agency, has sent two observers.

"The Third World", Dr Mahathir said, "has suffered much from the freedom to seek, receive and impart information and ideas of all kinds," regardless of frontiers.

Mr August Marpaung, the OANA president who heads the Indonesian Antara agency, said the launching of an Asian news exchange at the meeting would contribute to correcting the imbalanced flow of information in the region.

"By developing our own Asian news exchange capability we would not need to replace the big transnational news services. The Asian exchange would complement the transnationals, fill the gaps in their coverage and present the Asian reality to the world", according to Mr Marpaung.

It's not every bank that's able to offer this kind of gold

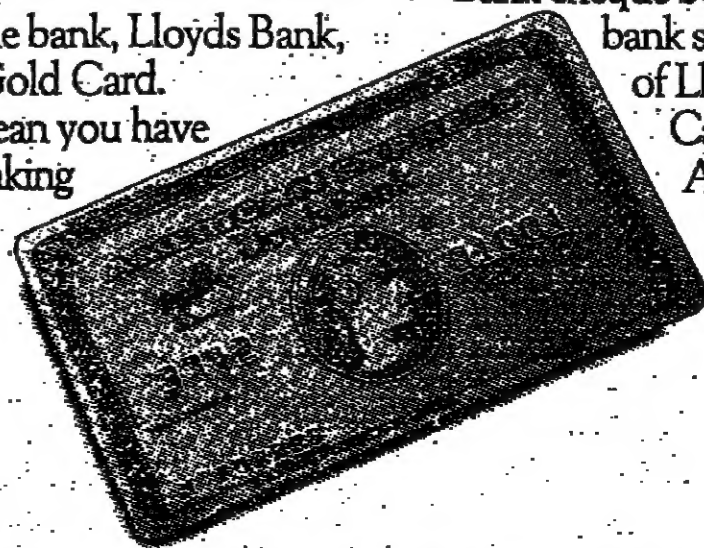


And it's not everybody who qualifies. The American Express Gold Card is designed for people who travel and entertain around the world. People whose lifestyle and income requires, and justifies, an additional range of financial services.

In the UK, only one bank, Lloyds Bank, can offer you the sterling Gold Card.

But that doesn't mean you have to change your existing banking

arrangements. If you are not already a personal customer of Lloyds Bank, we will open an additional, special account for you. This account will give you a minimum unsecured overdraft facility of £6,000 which can be drawn upon for any purpose, a Lloyds Bank cheque book and access to our many other bank services. Ask the manager at any branch of Lloyds Bank for details of the Gold Card and its special benefits, or phone American Express on 0273 696933.



The American Express Gold Card. At the sign of the Black Horse

Namibian parties told to prepare for election fight

From Michael Hornsby, Johannesburg, Nov 3

Mr R. F. Botha, the South African Foreign Minister, said tonight that there was "a real chance of moving to phase two" of the Western plan for bringing independence to Namibia (South West Africa).

Mr Botha said in Windhoek, the Namibian capital: "I believe that a certain momentum has now started and it will be a good thing if this momentum is maintained". He was speaking after talks with local political leaders on their reaction to the West's constitutional proposals, made public last week.

Mr Botha left the strong impression that the Cabinet would approve the transition to phase two, despite the opposition of the white-based parties in Namibia.

Asked whether the views of these parties might simply have to be set aside, Mr Botha replied: "The South African Government must make up its mind", and the ultimate consideration would be what was in the best interests of South Africa.

Mr Botha said that he had told the local parties that they must start thinking about and preparing themselves for an election campaign against Swapo, the South-West Africa People's Organisation, whose guerrillas have been fighting for independence for 15 years.

There might be "stumbling blocks" in implementing phase two, which would concentrate on some "very important elements", Mr Botha admitted, "but we do not proceed from a point of view that there will be stumbling blocks that will make an election impossible".

As envisaged by the West, phase two would deal mainly

with the size, composition and operating conditions of the United Nations force to police a ceasefire and supervise elections in Namibia under the terms of United Nations resolution 435. This would lead to phase three, the actual holding of elections and independence.

Mr Botha described last week's visit to Windhoek by the Western contact group as "a remarkable achievement and breakthrough". It showed that the world had come to realize that there were parties other than Swapo in Namibia.

Representatives of the Western contact group on Namibia arrived today in Maputo, the capital of Mozambique (Richard Owen writes).

The contact group arrived in Maputo from Salisbury, where they had two hours of talks with Mr Robert Mugabe, Prime Minister of Zimbabwe. Next it is to visit Zambia, Kenya and Tanzania. It has already been to Angola, Nigeria, South Africa, Botswana and Zimbabwe.

The British representative, Sir Leonard Allison, has given a warning, however, that the African states do not have long to examine the documents given to them.

Salisbury—The opening of the oil pipeline to Zimbabwe has been set back by at least a month by last week's sabotage in Mozambique (Stephen Taylor writes).

This was confirmed yesterday by a spokesman for Lonrho, the majority shareholder in the pipe, which was due to open in December and which was to supply virtually all Zimbabwe's fuel requirements.

Canadian talks at break point

From John Best, Ottawa, Nov 3

Hope for a negotiated settlement of Canada's constitutional impasse remained barely alive today as Mr Pierre Trudeau, the Prime Minister, and the 10 provincial premiers entered their second day of make-or-break negotiations.

Serious and possibly fatal decisions remained to be taken on the key issue of an entrenched charter of rights.

Mr Trudeau said that the meeting was working out the details of a package which would govern any future referendum on how to amend the constitution—another highly contentious issue.

Mr Trudeau told yesterday's opening session that he could not be flexible on the principle of a rights charter.

Such a charter, and an amending formula, are the integral parts of the package which Mr Trudeau has placed before the Canadian Parliament, and which would form the basis of a request to Westminster to give Canada final control over its constitution still chiefly embodied in the 1867 British North America Act.

The majority of provinces oppose entrenching a bill of rights, feeling that it would cut across provincial jurisdiction.

Progress was made yesterday on narrowing differences on the amending formula, an issue which for half a century has bedevilled attempts at finding a basis for calling home the constitution.

A suggestion by Mr Richard Hatfield, of New Brunswick, to break up the proposed charter with parts of it subject to a form of provincial veto and implemented only several years hence, was received with scepticism by some premiers.

CORRECTION

A report from Seoul on October 30 said that 28 people were on trial charged with pro-communist activities and violation of the South Korean national security laws. Official Korean sources say that there are 18 defendants. If found guilty they face imprisonment or possible death sentences, not mandatory death sentences, as the report implied.

Crackdown on Soviet corruption

From Michael Binyon, Moscow, Nov 3

Barely a day now goes by without the Soviet press giving details of officials, bureaucrats, shop assistants and petty speculators being fined, imprisoned or even shot for corruption.

Last week the director of a cotton clearing plant in the central Asian republic of Kirghizia was sentenced to death for his part in a racket that cost the state more than a million roubles. The following day a paper reported the dismissal of three managers and one shop assistant in Moscow for large-scale black market trading in tea.

The long-awaited crackdown on corruption appears to have begun in earnest, and many Russians are delighted. Bribery, extortion and speculation in items in short supply have reached such a pitch that it is virtually impossible for the ordinary citizen to go about his daily business without breaking the law.

If he wants good medical attention, he has to take a substantial present to the doctor. If he has a burst pipe, he has to pay whatever the plumber demands before the man will rights, feeling that it would cut across provincial jurisdiction.

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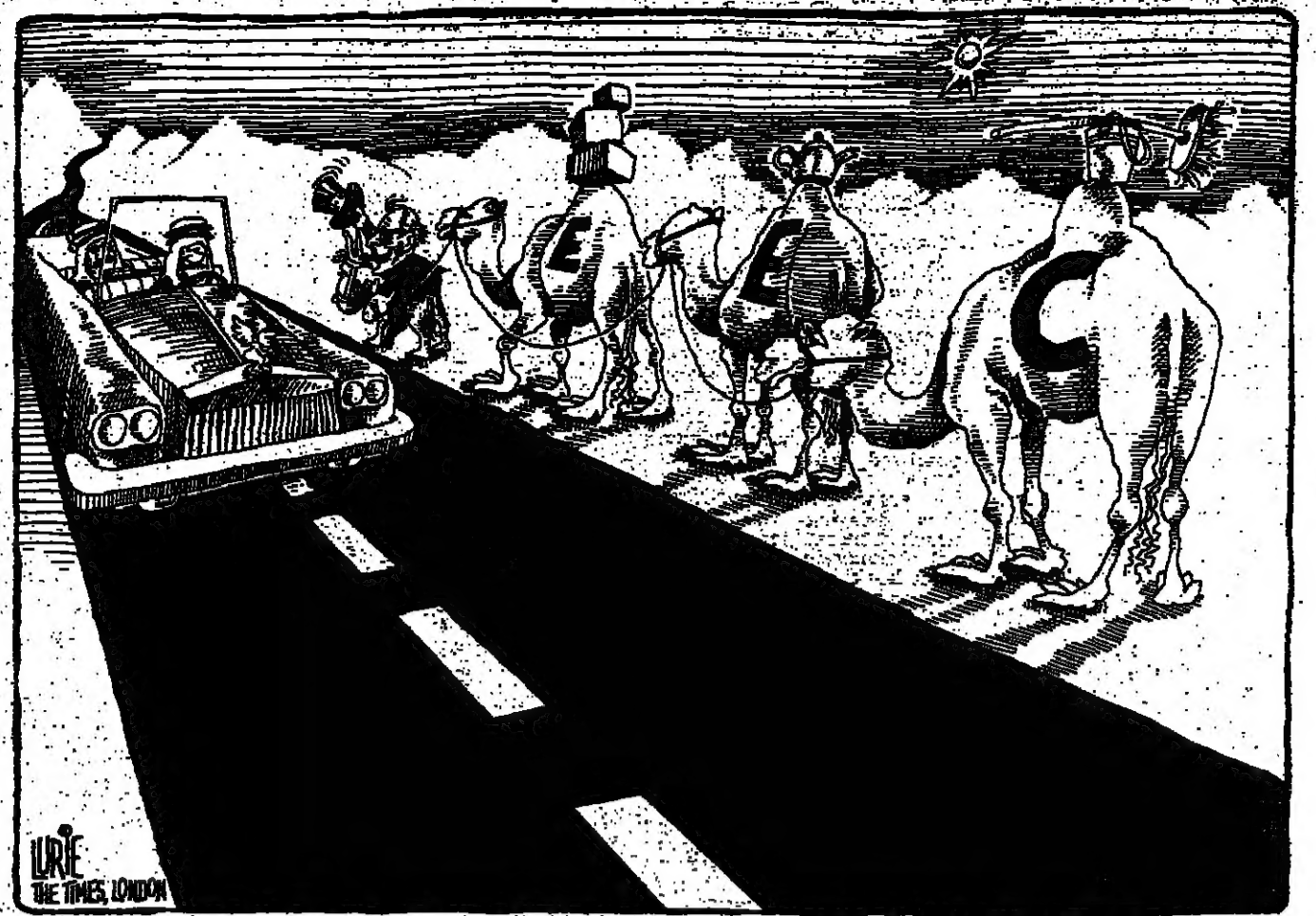
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"My name is Carrington—and I've come to help you."

Worldwide activity over Saudi peace plan for Middle East

Carrington misses Arafat by a diplomatic 10 minutes

From Edward Mortimer, Riyadh, Nov 3

Mr Yasser Arafat, chairman of the Palestine Liberation Organisation, flew out of Riyadh today only 10 minutes before the arrival of Lord Carrington, Britain's Foreign Secretary.

Both men had come to Saudi Arabia for the same purpose: to discuss with Saudi leaders the eight-point statement of principles for a settlement of the Middle East conflict made last August by Crown Prince Fahd.

But Lord Carrington has frequently said he does not wish to meet Mr Arafat unless the meeting produces recognition by the PLO of Israel's right to exist. The Saudi leaders are well aware of this, and it was obvious that they had whisked Mr Arafat out of the country in order to spare Lord Carrington embarrassment.

Similarly, the European Community is obliging the Saudi royal family by not announcing its support for participation by Britain, France, Holland and Italy in the Sinai peacekeeping force while Lord Carrington is in Saudi Arabia as President of the EC Council of Ministers.

Lord Carrington had hoped that this issue could have been dealt with before he came to Saudi Arabia, and a statement was to have been issued making it clear that Europe does not endorse the Camp David accords as such, but sees the Israeli withdrawal from Sinai next April as an important step towards an overall settlement based on self-determination for the Palestinians.

Disagreement holds up statement

Disagreements among the 10 member-states of the community have held up this statement. The new Socialist government in Greece, which has a strongly anti-Palestinian position, is particularly anxious that its wording should not imply that Greece supports the Camp David process. Consequently the statement will be delayed until after Lord Carrington's return to London on Thursday.

Lord Carrington was met at the airport tonight by his Saudi opposite number, Prince Saud al Faisal, with whom he is to have lengthy talks tomorrow morning. Camp David was a matter of enduring concern for the Saudis.

Later, American officials said the two leaders had agreed on a plan to increase military co-operation, but they did not say whether the United States had agreed to Jordan's request for air defence equipment.

While the President has been lavishing praise and hospitality on King Hussein, White House and State Department officials have been working hard to defuse the crisis in relations with Israel after the Senate approved the sale of Avca radar aircraft to Saudi Arabia and "renewed" remarks by President Reagan and others expressing interest in the Saudi "peace" plan.

Tel Aviv: The Israeli Government and the Labour Opposition in a rare demonstration of cooperation agreed today to send a joint parliamentary mission to the United States this month to fight the seeming tilt of the Reagan Administration towards Saudi Arabia (Moshe Brilliant writes).

The mission will attack the recent arms package to the Saudis and attempt to expose Crown Prince Fahd's peace plan as a device to destroy Israel in stages.

Memorandum of understanding

Mr Begin, the Prime Minister, summing up the debate, told Parliament that the Arabs "had hurt Israel, but he added: 'Blique is no substitute for policy'".

He announced that Mr Ariel Sharon, the Defence Minister, had received an invitation from the American Secretary of Defence to visit Washington on November 30, to conclude a memorandum of understanding on strategic cooperation.

A bitter denunciation of the betrayal of Egyptian rights has been made in London by the Egyptian National Front, the exile-organization led by General Shauli, which claims to speak for the opposition after the assassination of President Sadat (David Spenser writes).

A statement called on President Mubarak to disassociate Egypt from both the United States and Israel, and to reject the separate peace with Israel.

Dr Hikmat Abu Zaid, a former Minister of Education under President Nasser and vice-president of the front, said that the front did not bring any comprehensive peace to the region. All that they had achieved was to increase tensions and instability.

Letter from Cairo

Air ticket to mystery in a shimmering desert

Amid the semi-organized chaos of Cairo airport, one of the more familiar morning sights is of groups of elderly American tourists anxiously clutching water bottles and gazing in vain at the departure board for information about the scheduled Nefertiti flight to Tel Aviv.

The reason for their perplexity (traditionally resolved by a liberal application of bakshesh) is not difficult to find. Nowhere on the crowded board can any mention be found of either Nefertiti Airlines or of any flights to Israel. All that appears, with-out explanation is a cryptic reference to an unidentified flight number UZ 100 departing at 9.45. No inkling of the destination is given.

The air of mystery continues when the harassed passengers eventually arrive at the aircraft itself. Unlike any of the other jets sitting on the baking desert runway, it is painted completely white and has no visible airline markings of any sort. The crews are of mixed nationalities, mostly American and Irish, and their uniforms suitably anonymous.

Old hands at the journey have to explain to the bewildered newcomers that the coyness is all part of the slow-moving, normalisation process between Israel and Egypt. This airline is suitably far removed in traceable con-

nection from Egyptian—the airport is able to avoid the certain boycott from other Arab states which would follow if it was openly to conduct regular flights to and from Israel.

The slow pace of normalisation will be increased to five a week in each direction from next April.

At which many aspects of normalisation (an ugly term for which journalists have found no ready substitute) the attitude to be found at the Israeli end is quite different.

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directly with the oil sales, Israeli exports have totalled a paltry \$7m.

Unfamiliarity and red tape explain some of the obstacles to normalisation, but any commercial between Israel and Egypt quickly finds a very different attitude about the desirability of improving ties to the extent of those now existing between other former enemies like France and Germany.

Among Egyptians at every level of society, there is an increasing enthusiasm to have no more war with Israel, combined with a strong reluctance to encourage closer ties in everyday life. By contrast in Israel, there is widespread anxiety that normal ties should be fast improved as a fair price for the hand-back of the Golan (complete with oil wells, air bases and strategic positions).

Although the problems of peace remain formidable, there are still heartening daily reminders that the old divisions between Jew and Arab are slowly crumbling.

The most memorable I have seen across in recent weeks was the sight of an El Al hostess, preparing her personal condolences to an Egyptian passenger about the murder of President Sadat less than 24 hours earlier. The Egyptian diplomat was obviously moved, and replied graciously in fluent Hebrew.

Christopher Walker

Arab homes blown up as deterrent by Israel

From Our Own Correspondent, Hebron, Nov 3

As the first chill wind of winter blew across the Hebron hills today Mr and Mrs Wahab Asly and six of their children clambered desperately over the dynamited ruins of their house, wondering onlookers they had no idea where they were going to live.

A few miles nearer the centre of this occupied West Bank town, regarded as holy by Arabs and Jews, 15 members of the Russian Tamimi family sat outside the newly cemented-up entrance to their second floor flat. Women and children were weeping hysterically and all around lay hazardous piles of bedding, toys and cheap furniture, much of it smashed.

Down the road the twisted concrete and metal remains of the grocery store owned by Mr Fakhr Nimer Hassounah, still gave off the acrid stench of high explosives in a neighbouring garage dusty heaps of stock lay where they had been dumped shortly before the building was destroyed.

In all three cases, Israeli troops had moved in under cover of darkness to demolish or seal-up the houses because a teenage son from each of the families was suspected of having played a part in an attack on a Jewish settler in Hebron last Saturday.

The armed settler, Mr David Kopulsky, was released from hospital 36 hours later with superficial stab wounds in the back.

None of the three Palestinians suspected of involvement in the stabbings has yet been brought to trial. A military source said two had confessed to mounting the attack and a third to having been one of its planners.

The source said that the family houses had been blown up as a deterrent.

More than 30 Palestinians were made homeless by the Israeli demolitions in Hebron. Arabs claimed that the action was proof that Mr Ariel Sharon, the Defence Minister, had no real intention of moderating Israel's harsh security policies in the West Bank.

Mr Mursapha Natcha, acting mayor of Hebron and an outspoken critic of the autonomy scheme, said today: "The new Israeli policy is not more moderate. It is more severe."

Letter from Cairo

Air ticket to mystery in a shimmering desert

Amid the semi-organized chaos of Cairo airport, one of the more familiar morning sights is of groups of elderly American tourists anxiously clutching water bottles and gazing in vain at the departure board for information about the scheduled Nefertiti flight to Tel Aviv.

The reason for their perplexity (traditionally resolved by a liberal application of bakshesh) is not difficult to find. Nowhere on the crowded board can any mention be found of either Nefertiti Airlines or of any flights to Israel. All that appears, with-out explanation is a cryptic reference to an unidentified flight number UZ 100 departing at 9.45. No inkling of the destination is given.

The air of mystery continues when the harassed passengers eventually arrive at the aircraft itself. Unlike any of the other jets sitting on the baking desert runway, it is painted completely white and has no visible airline markings of any sort. The crews are of mixed nationalities, mostly American and Irish, and their uniforms suitably anonymous.

Old hands at the journey have to explain to the bewildered newcomers that the coyness is all part of the slow-moving, normalisation process between Israel and Egypt. This airline is suitably far removed in traceable con-

nection from Egyptian—the airport is able to avoid the certain boycott from other Arab states which would follow if it was openly to conduct regular flights to and from Israel.

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SMALL FIRMS
occupy London's Design Centre. Big oil company pays £10,000 bounty to leader. Award-winner + other selected small-firm products now featured at The Design Centre, Haymarket.

Rigby Electronics has won the Mobil Design Award for Small Firms: £10,000 plus marketing expertise.

Rigby's prize-winning 'Electroguards' infra-red guarding system—as well as selected designs from over 40 small firms—can be seen until December 5 at The Design Centre, 28 Haymarket, near Piccadilly Circus. Open Monday to Saturday, 9.30 to 17.30, Wednesday and Thursday till 20.00. Admission free.

The Mobil Design Award for Small Firms. Organised by The Design Council &

Mobil

Jury censures Korchnoi

Moscow, Nov 3rd.—Anatoly Karpov, the Soviet world chess champion and Viktor Korchnoi, the challenger, drew the twelfth game of their world title match today.

The draw, offered by Karpov on the forty-seventh move, leaves the champion's 4-1 lead unchanged.

Meanwhile, an appeal jury warned Korchnoi that he faces a fine of 15,000 Swiss francs (£4,300) if he talks again during play.

The three-man jury upheld a protest by Karpov, who complained that Korchnoi distracted him by speaking for 30 seconds.

Approximately 25 minutes after game 12 had started, the challenger, Mr Korchnoi, loudly addressed me with insulting words," Karpov said in his protest.

The protest was the first of the match.—AP.

1. O-O-B3
2. K-K3
3. P-P3
4. P-WK2
5. P-WK3
6. P-WK4
7. P-WK5
8. P-WK6
9. P-WK7
10. P-WK8
11. P-WK9
12. P-WK10
13. P-WK11
14. P-WK12
15. P-WK13
16. P-WK14
17. P-WK15
18. P-WK16

19. Q-Q2
20. B-B2
21. R-R1
22. R-R2
23. R-R3
24. R-R4
25. R-R5
26. R-R6
27. R-R7
28. R-R8
29. R-R9
30. R-R10
31. R-R11
32. R-R12
33. R-R13
34. R-R14
35. R-R15
36. R-R16
37. R-R17
38. R-R18
39. R-R19
40. R-R20
41. R-R21
42. R-R22
43. R-R23
44. R-R24
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49. R-R29
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51. R-R31
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59. R-R39
60. R-R40
61. R-R41
62. R-R42
63. R-R43
64. R-R44
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66. R-R46
67. R-R47
68. R-R48
69. R-R49
70. R-R50

71. R-R51
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80. R-R60
81. R-R61
82. R-R62
83. R-R63
84. R-R64
85. R-R65
86. R-R66
87. R-R67
88. R-R68
89. R-R69
90. R-R70

Position when draw agreed
Black: Korchnoi
White: Karpov

سك ان الشل

The Times guide to the second flight of the space shuttle Columbia

A 50 per cent cloud-over at Cape Canaveral could force a postponement of the Columbia launch.

But even if the Florida sun is shining, the shuttle will still lift off under a cloud.

NASA is threatened by severe cuts in its budget, which threaten its entire mission. It is as if the shuttle will rise today, the *New York Times* has said, on the ruins of the civil space programme.

"Who needs the shuttle?" grumpy people ask. The even more grumpy ask: "who needs the Space programme?" Few people have a real grasp of how extensive, complex, continuous, and far-reaching is its ambitious space programme.

The exploration and use of space is still in its infancy, but it is already more varied than can be guessed from the few dramatic events which are publicised.

NASA has five missions. Here is the official description of its underlying mission in space science: "Space science deals with the most funda-

mental questions we can ask about ourselves, our origins and our destiny. Who are we? Where did we come from? Where are we going? Are we alone?" What other government agency can legitimately define its mission in such language.

These questions have been "at the core" of human concern since the most primitive times, as NASA says, but men could previously observe the universe only through "the dirty basement windows of the atmosphere." Now, we are outside those dirty windows, seeing things unimagined and unimaginable before, those who wish to curtail space exploration are content to go on seeing through dirty windows.

This one mission of NASA is space science, composed of four programmes. The barest summary of each gives some idea of the comprehensiveness of NASA's task.

1. The astrophysics programme seeks answers to the questions: What is the size, scope and structure of the



Colonel Joe Engle (left) and Captain Richard Truly

universe? What is our place in it? How did it begin? Is it changing? Does it evolve? Will it come to an end?

2. The planetary programme studies the origins, evolution and current state of our solar system, and the origins and evolution of life in space. Although the knowledge gained in space is already used to further medicine and biology on earth, the

programme studies the processes that generate energy in the sun and transform and transport that energy to earth.

4. The life sciences programme seeks to ensure the health, well-being, and effective performance of humans in space. Although the knowledge gained in space is already used to further medicine and biology on earth, the

ultimate possibility is "to break human dependence on earth's environment".

In other words, space would become a habitable place for humans. The furthest purpose is stated in a report of a government agency.

This objective is stated in such bold and even awkward language that one almost passes over it as if it were a request for funds to provide school lunches: "so that a variegated segment of the population can participate directly in space flight, and to develop the foundation for the extended presence of, and extended operations by, human beings in space." Will Earth's breeding peoples travel and live there?

The other missions of NASA — terrestrial applications, energy technology, space technology, and aerodynamics — are "to understand and forecast environmental behaviour," and "to assess the productivity of earth's surface for both renewable and non-renewable resources".

Even if one considers one of NASA's programmes in aerodynamics — "to continue development of the technology for advanced turbo-prop aircraft" — most of our lives are, or will be affected by it. The charter of NASA establishes that one of its primary tasks is to "improve the usefulness, performance, speed, safety and efficiency" of aircraft using its experience and research with space vehicles, for example, to try to find ways of stopping planes from burning when they crash. We would all welcome that.

NASA's programme plan for fiscal year 1981-85, which it submitted to Congress, is 234 pages long, each of them filled with the most prestigious series of talks on the wireless which commemorate the corporation's sternly Calvinist founding father.

Martin's first thought was to deliver a series of homilies urging his listeners to wake up to the major issues of armament, disarmament, and all the military manifestations of global politics. But his listeners have woken up of their own accord, jarred into uneasy consciousness by Reagan, Poland, the proposed

crisis of Europe, and the burgeoning renaissance of the nuclear disarmament campaign across the continent.

"Now the last thing people want to be told is to wake up," Martin told me. "I have to alter my tack and tell them instead to become better informed on the issues involved."

It will not have escaped notice that the selection of Professor Martin was entirely unattended by any fuss, controversy, or confusion, and that the selection was made by a committee of the Kennedy Space Centre.

Martin is much more of an establishment figure, although he does not care to be regarded as such. "Realism compels me to believe that other people will regard me as a hawk rather than a dove. But I regard myself as neither; I am a realist. I regard both hawks and doves as excesses."

He is none the less amused that, following the clumsy withdrawal of Thompson's invitation, Dr Nicholas Humphrey crept on to BBC television and delivered the only slightly less prestigious Brounowski Lecture on disarmament in terms that would have done credit to Thompson himself.

Martin is the 53-year-old son of a Cornish school-teacher whose native West Country burr now lies deep beneath an overlay of fast-spoken East Coast American twang, contracted from 16 years at Yale and Johns Hopkins Universities and the Massachusetts Institute of Technology. A scholarship took him from a small grammar school to Cambridge in 1945, when he was 17 and all his contemporaries were 35 with the Military Cross. It gave him, he concedes, a certain respect for the military.

The tutelage of J. H. Plumb gave him an upper second and an interest in American diplomatic history which he went on to pursue at Yale after three years' national service as an RAF flying officer. The experience, he says, taught him a high degree of caution on the efficiency of the military machine.

While he was at MIT in 1957 the Russians launched the first Sputnik. Panic gripped the States, and the MIT campus in particular, as the threat of potential Soviet technological superiority was perceived for the first time.

As a response Martin, then lecturing in international politics and diplomatic history, set up a seminar in what was then the extremely rare academic discipline of strategic studies. He has remained one of its leading practitioners ever since, although he freely expresses doubts about whether it should be an academic discipline at all.

He came home to take up the world's oldest chair of international politics at the University of Wales, where he introduced wargaming as a teaching aid, and proceeded to King's College, London, and the chair of war studies. Were it to be instituted today, Martin says, it would be called the chair of peace studies.

Peace, he is fond of saying, would be no problem were it not for war.

"I do not regard the situation as hopeless; you do not have to be a naive optimist to entertain hope. Nevertheless I am something of a pessimist; I see it as my duty to entertain the grounds for pessimism, for only then can you sow the seeds of optimism." Nuclear weapons, he believes, have made the question of war and peace vastly more important, but they have not made it any easier to solve.

"There is a terrible tendency in Britain at least, to believe that every problem has a solution, and that there will always be someone to solve it. But it is not true; people ask for the impossible, wanting lower interest rates and higher wages at the same time." He regards the desire for peace without arms as equally incompatible.

"I think the unilateralist

The Times Profile/Laurence Martin

Arms and the lecturer

It is an accident and an irony that Professor Laurence Martin, vice-chancellor of Newcastle University, should be delivering the first of this year's Keith Lectures on BBC Radio 4 next Wednesday, Armistice Day. His theme is Armed Force In The Modern World.

Events have moved swiftly since Martin was first approached nearly 18 months ago by the BBC as a suitable candidate to give the most prestigious series of talks on the wireless which commemorate the corporation's sternly Calvinist founding father.

Martin's first thought was to deliver a series of homilies urging his listeners to wake up to the major issues of armament, disarmament, and all the military manifestations of global politics. But his listeners have woken up of their own accord, jarred into uneasy consciousness by Reagan, Poland, the proposed

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"I think the unilateralist

The testing of a round-trip space ship

The launch

The five day flight of the space shuttle Columbia begins for astronauts Joe Engle and Richard Truly 3 hours and 30 minutes before the launch into space. That is the time when the list of operations of the 73-hour countdown reads: "T-3 hours 30 minutes. Wake up flight crew for breakfast and suiting."

For those watching the event live, or on television, curiosity probably does not turn into worried attention until the clock says T-9 minutes. Then, all being well, the launch director says the words over the intercom, which are also engraved on a button he pushes simultaneously: "Go-for-launch."

The final stage of the countdown moves into its automatic stage. The access arm used by the crew is retracted. With five minutes to go, the auxiliary power units in the orbiter are started and the spaceships switched from reliance on ground services for its supplies to self-sufficiency.

The tanks containing oxygen fuel are slowly brought to full pressure. Occasional wisps of vapour tell that the crucial moment is near. Next the liquid hydrogen tanks are brought under pressure and, with 28 seconds to go, two solid rocket motors strapped either side of the vehicle are switched into a state of readiness.

At T-5 seconds, the main engines surge into action, straining on the eight hold-down posts that restrain the machine as it builds up to 90 per cent of its thrust. Then should come the last, urgent call of the flight director: "We have lift off."

At that moment, the whole of ground control transfers from the Kennedy Space Centre in Florida to Houston, more than 1,000 miles away. The next 45 minutes mark a most hectic period.

The crucial stages are clearing the tower at 6 seconds; beginning the pitch-over (7.3 seconds); the solid rockets separate at 2 minutes 7 seconds; the main engine cuts off at 8 minutes 39.4 seconds; the external tanks are jettisoned at 8 minutes 54.1 seconds and, for the next 34 minutes, there are two orbital manoeuvres.

At 6 hours 20 minutes and 7 hours 9 minutes into the flight there are two more short bursts with the orbital manoeuvring system to put the spaceship into a circular orbit, at an inclination of 28.5 degrees and a height of 153 miles above the surface of the earth.

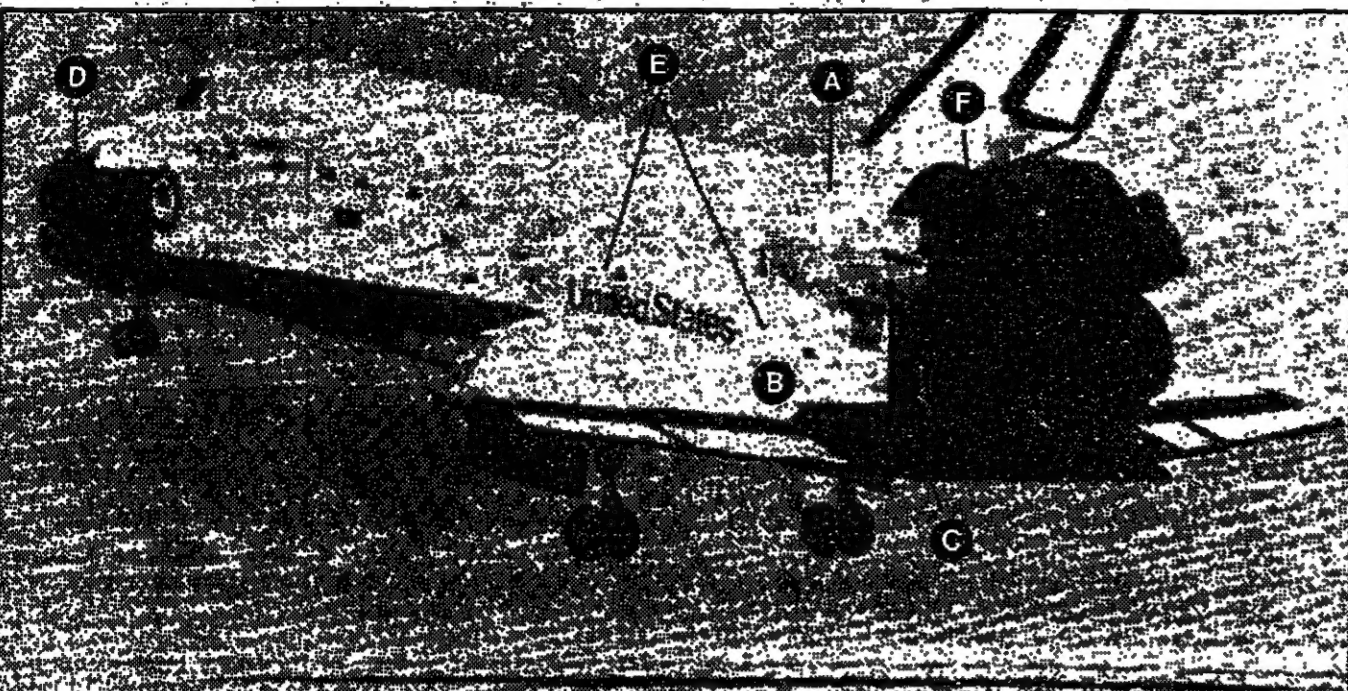
The excitement about this hectic flight obscures some of the implications of choosing the shuttle system on which to gamble the United States' future, and perhaps mastery, in space.

The first flight of the shuttle in April demonstrated the enormous edge which the American aerospace industry has in technology over the Soviet Union. Yet that advantage has not given the United States the upper hand in the control of space.

Comparison of the American and Russian space efforts is like trying to predict the examination results, or an erratic but brilliant student and a moderate but doggedly determined one. As much by persistence as by technological innovation, the Soviet Union has taken command of the earth orbit by the installation of its manned Salyut space stations in 1968.

On the other hand, in the field of commercial and civil research satellites, American-inspired technology has revolutionized the world's communications and television services. It has transformed the meteorological sciences, navigation and geological and agricultural development.

The reusable shuttle is intended to replace the expendable rocket launchers,



The flight

Four days of tightly packed activity follows the launch. Even while the crew sleep, a constant stream of data flows from flight instruments and from experimental equipment to the ground controllers.

The first flight was to confirm the idea of putting a reusable spaceship into orbit. The purpose of the second mission is meant to show the operational abilities of an orbiter-vehicle. That is what the future customers — from the military, from commerce and industry and from academic research — are interested in.

Two pieces of equipment are to be tested as they will become routine items for astronauts, engineers or scientists working from the space platform created by the orbiter. The larger of the two is an immense robot arm, referred to as the remote manipulator system.

The mechanical limb complete with shoulder, elbow joint, wrist and hand movement, is 15 metres long. The arm is designed to place or retrieve satellites and other devices in space. It will be able to drop items over the side into orbit and then collect them several weeks later. One such item is a miniature scientific laboratory known as the space pallet, which, on this flight, is bolted into the Columbia's payload bay and holds five experiments which the astronauts will carry out when the doors stretching the length of the fuselage are open.

which break up and fall back to earth after they have propelled their payloads into orbit. The inducement to change from expendable to reusable vehicles lies mainly in the cost to the customers. It should cut the price of putting one kilogram of satellite into orbit from more than £1,000 to nearer £100.

It is almost a matter of cheaper-by-the-dozen. The huge cargo bay of a shuttle will be filled with satellites and instruments that would otherwise need up to 10 rockets to reach space with today's launchers. Moreover, much larger satellites are now a practical proposition.

But there are drawbacks. Most current satellites, particularly for communications and meteorological work, are designed to be long and thin to fit into the streamline fairing of launchers like the Thor-Delta, the current work-horses of space.

To make payloads like communications satellites economically suitable for the shuttle they must be redesigned to be short and fat. The launch vehicle experts of NASA maintain that with

The five experiments are:

● Measuring the distribution of carbon monoxide in the troposphere.

● Recording spectral "signatures" of rocks to identify mineral deposits.

● Mapping areas of the ocean that support an abundance of algae and fish stocks.

● Obtaining geological data of faults in the ground.

● Carrying out rapid surveys of areas to pick out unusual features that require detailed study.

In addition to those five experiments, two other projects are stored in the astronaut's cabin. With one, Engle and Truly will take pictures of thunderstorms and lightning flashes for meteorologists to study to find out more about the earth's weather. And one of the astronaut lockers contains sunflower seeds which have germinated. The crew will measure the rate they grow in space and how much water they need.

Escape routes

In an incident on the pad immediately prior to lift off the crew has a type of breaches buoy for sliding down to a protective bunker. Loss of control or impending catastrophe during early ascent up to 100,000 feet calls for crew ejection. Loss of two main engines prior to seven minutes into flight also calls for ejection.

Four other contingencies allow for possible incidents after that:

1. Return-to-launch-site abort is an immediate return to Cape Canaveral if, say, one or more main engines shuts down early in the flight.

Columbia and the external tank would be flown in a pitch-around manoeuvre and pointed back along the ground track. Engine power would be used to kill the eastward velocity and reverse the direction until the space centre could be reached by sliding.

2. Press-to-Rota is a scheme if a trans-Atlantic abort

occurs. The crew would steer toward a position to allow gliding to a runway at the US Naval Air Station at Rota in Spain.

3. Abort-once-around would be used in an engine shutdown. It would allow completion of almost one orbit, coming down at the Edwards Air Force Base, California.

4. Abort-to-orbit is the preferred procedure if the thrust of the engines and manoeuvring system is enough to reach a minimal 194 kilometre orbit.

Improvements

Few modifications have been needed to prepare the space shuttle Columbia for its flight. The principal concern of the test flight in April was with the effectiveness of the new heat shield, consisting of thousands of small tiles made from a light-weight synthetic substance, which is to guard the skin of the spacecraft from scorching temperatures of more than 1,000 degrees centigrade.

Most of the damage occurred from the buffeting at launch, and from a combination of frost, ice and thermal insulation debris from the external tank. In repairs, 350 tiles were replaced, another 800 were removed and made more dense, and 2,000 were renovated.

There was also some damage to the underlying insulating felt in sections where the tiles had been dislodged. But Mr George Page, director of the shuttle operation, said

have been built. The shuttle has proved an expensive project for the civilian National Aeronautics and Space Administration (Nasa), coming out 30 per cent over budget at \$9,900m. That may be small when compared with the \$183,000m President Reagan recently proposed to spend on strategic nuclear weapons, but for scientific research it is huge.

The Defence Department saw in the shuttle a cheaper, easier, more reliable method of getting its spy guidance and early warning satellites into space than by attaching them to \$75m disposable rockets. It also saw the possibility of using them to put highly futuristic weaponry into space, including devices that could possibly put an enemy surveillance satellite out of action or even serve as an anti-ballistic missile system.

The Soviet Union has claimed consistently that the space shuttle is mainly a military vehicle which could lead to an arms race in space. In fact, the greatest use of the 60 by 15 feet cargo bay is likely to be for the placing, repairing and replacement of the commercial communications satellites which, among other things, provide the instant television pictures live from almost anywhere in the world.

Both men are familiar with the shuttle. They carried out the early proving flights when the first version of the shuttle, the orbiter Enterprise, was strapped on top of a Boeing 747 for aerodynamic measurements. They then made five free flights launched from the same carrier to test unpowered glide, approach and landing techniques.

Nicholas Hirst

The context

Two more test flights of Columbia are planned. Then activity should accelerate rapidly: seven flights are intended in 1982, nine in 1984, leading to 18 in 1986 and up to 50 the next year. By then four shuttles, including Columbia, will be at work at Cape Canaveral for NASA and at the Vandenberg Air Force Base, California, for the military.

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The astronauts

Colonel Joe Engle: The Commander of the flight is 49 and joined Nasa from the United States Air Force in 1966. His recreations include big game hunting, flying World War II fighter aircraft, backpacking and athletics. The nearest he came to a space mission was when selected as one of the back-up crew of the Apollo 14 journey.

Colonel Engle was a test pilot for the Nasa X-15 rocket research plane before he transferred to the astronaut corps. On three occasions he exceeded an altitude of 50 miles, and that height qualifies a pilot for astronaut rating.

Colonel Engle has flown over 135 different types of aircraft, 25 of them fighters, during his career, logging more than 10,000 hours flying time. His partner on this flight has logged 6,000 hours, but almost exclusively in military jets.

Captain Richard Truly: The pilot is 43 years old. He has waited a year longer than his colleague to make the 34th American manned space mission.

Richard Truly was transferred by the US Navy to a team assembled to train for flights in the USAF Manned Orbital Laboratory (MOL), a project for building a military manned reconnaissance space station. When the scheme was cancelled, he joined the

astronauts at the Johnson Space Centre, at Houston, as support crew for the Skylab mission that followed the Apollo flights. But the programme ended before he had a chance to fly.

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Nicholas Hirst

Laurence Martin: a realist above all.

He is an experienced broadcaster, having cut his teeth on a local station in the United States, where he was hired to comment on current affairs on a hideously named programme, "Religion At The Newsdesk". He got the job, he says, because the station bosses were fed up having all their religious programmes run by Roman Catholics.

Always anxious to tone down his establishment image, he states with some pride that some of his attacks on Senator Joseph McCarthy were taken off the air. "I might also say that the only political party in this country which has ever offered me a job was the Labour Party."

It was Denis Healey, as defence secretary, who tried to hire Martin to head a long-range planning group at the Ministry of Defence, but a general election put paid to the scheme. Martin is not entirely sorry: "British civil servants do not take too kindly to the presence of outsiders trying to tell them what they think they know best. It is so different from American government, where outsiders can move in and out with great ease."

But Martin is an accepted figure in military circles, a fact which tends to reinforce his establishment image. His ultimate test came in a lecture to a room full of 140 Nato admirals, all in full uniform, in Norfolk, Virginia, and actually receive applause at the end.

"After 25 years lecturing on the subject of defence studies, it is inevitable that one gets close to the military establishments."

The vice-chancellorship of Newcastle, which he has held since 1978, he regards in some ways as his first real job. But if all his nuclear pessimism is justified will it not also be his last? He answers with the ancient joke of the man, believing himself the sole survivor of the holocaust, jumping to his death from the top of the Empire State Building, only to hear the phone ringing on the 68th floor.

"I believe we have made the jump, and that the ground is there beneath us. What we must do is to keep pushing the ground further and further away."

Alan Hamilton
Professor Laurence Martin is interviewed by Nicholas Hirst on BBC Radio 4 tonight at 7.45. The first of his six Keith Lectures is broadcast at the same time next Wednesday.



P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

SIR MICHAEL'S NEXT TRICK

After victory, conciliation. Yesterday's majority vote by Leyland's car workers is unquestionably a victory for Sir Michael Edwards. Once again, he has forced his workforce to the point of facing closure or accepting management terms. Once again, it has worked. The margin is smaller than on previous occasions — six to four in this case. The confrontation has been that much closer to the edge of the precipice. But the result is still that good sense, or self-preservation, has prevailed. The shop stewards, who had favoured continuing the strike have now called it off. Barring local resentments, all Leyland's plants should soon be back in full production.

This crisis has been different from the previous confrontations with the shop stewards in several important respects. First, it was not part of a deliberate policy to force a pace of change in working practices or an effort to repulse disruptive shopfloor leadership, as was the case in the previous ballots and mass meetings. Rather, it was a crisis precipitated by the action of the union negotiators themselves in suddenly moving to a call for strike action three weeks ago when the management made its initial 3.8 per cent offer. It was in reaction to this move that BL's board issued its letter warning of closure and brought the argument to an early head. And it was partly

because they were struggling to recover from a body blow that their response may have seemed insensitive.

The sequence makes Sir Michael's actions less open to the criticism he has had from the unions and the Labour party. But it also suggests the problem he will more and more have to tackle. It lies in the nature of the shopfloor leadership at British Leyland. Leyland would be halted today, perhaps permanently shut, if it had been left to the shop stewards and the confusion of leadership of Mr Alex Kison, deputy general secretary of the Transport and General Workers Union. British Leyland workers were saved from folly in large part by the wisdom and courage of Mr Terence Dury and Sir John Boyd of the engineering union with help from Mr Len Murray who knows an empty purse when he sees one. It is as essential a part of a sensible strategy at British Leyland as it is in the pits. But the system is open to improvement; it seems to have thrown up an almost endless series of anomalies which are fertile ground for resentment and mischief. As BL now moves to a new era, with the introduction of its new LC-10 range of cars in a year's time, its management must revise the productivity scheme — and do it in association with the workforce.

This is the next challenge for the redoubtable Sir Michael. He has delighted

British management by demonstrating once again that a workforce is not in the pockets of the militants. But it has been achieved by forcing them to fear rather than by persuasion. Sir Michael has outwitted, outflanked and outthought the local leadership but in the end he has to deal with somebody. He has to find a structure of shopfloor participation which can arise among the workforce a genuine loyalty and commitment to his strategy. The best immunity from infection is one produced by the body itself. Sir Raymond Pennock, the President of the Confederation of British Industry, made this a theme at the CBI conference this week. It is the right target but it is not to be achieved except by leadership that is painstaking as well as visionary, sympathetic as well as hard-headed.

It is particularly difficult in Britain, ridden by irrelevant class animosities, confused about the role of profit and investment, creased by rigid union demarcations, and beset by the imperative of rapid change at a time when national confidence is low. And that is why it is particularly vital for us to explore a new path. If Sir Michael and the national union leaders can build with imagination on the sense of realism expressed by the Leyland workers they will save more than the British car industry which was so nearly wrecked this week.

GLC GETS OFF WITH A WARNING

The High Court has, in effect, left the Greater London Council off with a warning. The court yesterday rejected the London Borough of Bromley's claim that the GLC's supplementary rate levy to pay for its cheap bus and tube fares was unreasonable, but one of the judges said that the GLC's action was "at the margin of what is permissible" and the other said that the council's ultimate objective of a free travel service would probably be illegal. The cheap fare policy may well seem unreasonable by any ordinary usage, introduced as it was at a moment when it was sure to incur a penal cut in grant from the Government. But the courts are wise to interpret the concept of reasonableness broadly. Elected councils should be allowed wide latitude for experiment, especially when the policy in question figured prominently in the party manifesto only six months ago.

A contrary decision would have left the GLC's financial plans in ruins. They remain uncertain even now. The commitment to freeze fares for four years imposes a steadily rising burden of sub-

sidy on the rate-payer. The council can scarcely make progress with other manifesto promises regarding industrial and employment policy with out further increases in a rate precept already more than doubled since Labour came to power. Like every other council in Britain, their spending plans are also made uncertain by the Government's expected delay in announcing the general level of next year's grant, and by the prospect of major legislation to increase central control over local spending.

In the first heady days of power, the new GLC administration seemed bent on pressing ahead with its programme almost regardless of outside pressures. At Monday's meeting of the Labour Group it appeared that reality was beginning to break in. The immediate sobering influence has no doubt been the remarkable success of Mrs Anne Sofer last week in regaining as a Social Democrat the hitherto solidly Labour seat on the GLC that she had resigned on leaving the Labour Party. Comparable voting patterns in the borough election next spring would be disastrous for Labour, as borough politicians

have urgently pointed out to their GLC colleagues.

The Labour group seems to have decided on Monday to try to get through next year without raising the weekly cost of the GLC precept to the ratepayer above the level set by this autumn's supplementary levy. It is far from certain that this will be enough even to sustain the commitment on fares, and still more uncertain whether the voters will imagine that this is not an increase. In any case, the GLC precept alone can hardly account for the transformation of voting patterns in St Pancras North. As well as personal factors, it is probable that the vote reflected a judgment on the whole style of GLC politics since May — the facile radicalism which Mr Livingstone once again displayed at the St Pancras hustings, when he rejected a hint from his party leader at the same meeting that opposition to the new legislation should be confined within the law. Voters as well as judges have their own ideas about what constituted reasonable behaviour in a local authority, and like the judges they have given the GLC their warning.

MR BREZHNEV WOOS THE GERMANS

There is a surprising passage in the long interview which Mr Brezhnev has given to *Der Spiegel* in preparation for his visit to Bonn later this month. He says flatly that "if nuclear war breaks out, whether in Europe or in any other place, it would inevitably and unavoidably assume a world-wide character". First of all this is not true. Even Dr Desmond Ball, whose recent paper for the International Institute for Strategic Studies is very persuasive about the difficulty of controlling nuclear warfare, admits that a limited or selective nuclear operation would not necessarily lead to an all-out nuclear exchange. To this extent President Reagan was right in his recent remarks on the subject; although no sane person would start a nuclear exchange with any confidence in containing it.

But precisely because Mr Reagan's remarks were such a gift to the European protest movement it is curious to find Mr Brezhnev contradicting him. It would seem more in the Soviets' interest to play on the fears of the protesters that President Reagan is planning to fight the Russians in Europe in the hope of sparing

the territory of the United States. Mr Brezhnev believes this, and was addressing his remarks not to the Germans but to Mr Reagan to disabuse him of any illusions that the United States might be spared in a nuclear exchange. Or perhaps he merely felt that fear of total war is greater than fear of limited war, and it was therefore best to play the larger fear. Whatever the reason, he has usefully pulled a piece of rug from under the feet of the protest movements.

For the rest, however, he has done his best to soften up the West German opinion for his visit and for the propaganda battle which will surround the negotiations on long-range theatre nuclear weapons which start in Geneva at the end of the month. He offers once again the slippery Soviet figures on European nuclear weapons which will presumably provide one of the first items of dispute in Geneva. They prove nothing except that counting weapons, warheads and kilotonnage is genuinely difficult because categories overlap and no one can agree on what to include in each.

He also puts forward two familiar offers. First, he of-

fers a contractual guarantee to any country which renounces nuclear weapons that no Soviet nuclear weapons will be used against it. This would be no more than a piece of paper. Secondly, there is the familiar suggestion of a moratorium under which, while negotiations continue, the Americans would refrain from deploying the new Pershing II and cruise missiles in Europe while the Russians would freeze deployment of the SS-20s. This is so transparently unrealistic that one wonders why Brezhnev bothers. The SS-20s are already deployed in large numbers. The western response is still two years away. If Mr Brezhnev's moratorium were accepted he would be in a position to prevent the western modernization indefinitely by simply spinning out the negotiations.

However it is probably best to regard all this with reasonable tolerance as part of an inevitable process of manoeuvring for political advantage. The negotiations in Geneva will not be just about nuclear weapons. They will also be a struggle for the hearts and minds of the Europeans.

Loss of art works

From Mr Stephen Bell
Sir, Dr Richard Pankhurst (October 21) drew attention to the letter sent in 1872 by the Ethiopian Emperor Yohannes IV to Queen Victoria, in which he appealed (successfully) for the return of one of the manuscripts looted by British troops at the battle of Magdala four years earlier. This manuscript, one of many in the collection of Emperor Theodore purchased by Richard Holmes after the battle for his employers, the British Museum, was not the only item with which Yohannes IV was concerned.

He also asked for the return of what was probably the single most revered item of the Ethiopian monarchy. This was an icon, depicting the head of Christ with

his crown of thorns. For the previous two centuries it had been carried into battle at the head of the Ethiopian army. It became customary to swear loyalty to the incumbent emperor upon it and it was therefore of no little importance to Yohannes IV in bolstering his own position. He presumed, quite reasonably, that it had been taken to England, along with the manuscripts.

A search was conducted among the main repositories of the Magdala loot including the British Museum. It could not be found, and late in 1872 Queen Victoria replied to her Ethiopian counterpart: "Of the picture we can discover no trace whatever, and we do not think it can have been brought to England." The matter rested there, and the icon was presumed destroyed at Magdala.

Only years later, at the end of the century, was anything further heard of the icon. It turned out to be in the private collection of none other than Richard Holmes, who chose to announce this, somewhat discreetly, only after the death of Yohannes IV. It also transpired that the icon was of European origin — in all likelihood a sixteenth-century Flemish work, perhaps of the Bruges school.

In 1917, Holmes's widow put it up for auction. It was purchased anonymously and remains in private hands to this day. It would be pleasing if somehow, presumably by re-purchase, it could be returned to Ethiopia, the land to which it properly belongs.

Yours faithfully,
STEPHEN BELL,
86 New Kings Road, SW6,
October 21.

Alternatives to the nuclear arms race

From Field Marshal Lord Carver
Sir, The letters by Lords Kaldor (October 28) and Gladwyn (October 29), commenting on your leader of October 24, are important contributions to the nuclear arms debate. Both underline the danger inherent in Nato clinging to the concept that an inadequacy in conventional forces can be compensated for by the threat to use, and, if the deterrence of that threat failed, actually to use theatre nuclear weapons in a first strike to counter a conventional invasion; and to train its forces around that concept.

That strategy has been incredible and irrational for over 20 years, ever since the Soviet Union gained the capability to answer back in kind at every level, as Liddell Hart pointed out in his book *Deterrence or Defence* in 1950. To institute nuclear war would be to redress or restore the situation; it would be an act of unreasonableness.

Little notice seems to have been taken of Mr Caspar Weinberger's reply in his interview with Michael Charlton on BBC Radio 4 on October 22. He stated categorically that the United States would not engage in a first strike. Unless a misheard or misheard something, he did not qualify the statement in any way. When, some 20 years ago, President Kennedy made a similar statement, it caused considerable concern in Nato, and Kennedy later qualified it by saying that, although the United States would not engage in a first strike against the territory of the USSR, it might do so against their forces engaged in aggression outside her borders. Out of the discussion that followed in Nato, flexible response was born as a compromise between the two positions.

Lords Kaldor and Gladwyn are right to concentrate on the issue of first strike in an attempt to stave off a conventional defeat. Until Nato abandons that unrealistic and suicidal concept, it will not get about putting its conventional house in order. Once it accepted that the existence of nuclear weapons on both sides of the Iron Curtain deters two things — only war between the great nuclear powers, and, if tragically that fails, the use of nuclear weapons by either of them — the chances of de-escalating the nuclear arms race will improve, and the fear that Europe is likely to be plunged into a nuclear war at any time will be significantly lessened.

Yours faithfully,
CARVER, FM,
House of Lords,
October 29.

From Mr John Lane
Sir, The slogan "Rather red than dead", aphoristic though it is, has done the cause of unilateral nuclear disarmament a serious disservice. It has presented those who are so warmly in favour of the opportunity to discriminate to accuse unilateralists of treachery and cowardice.

To reduce the issues to a choice between one ideology, whatever it may be, and death is appallingly parochial and irresponsible. It is not merely the interests of nations and ideologies that are at stake; even the survival of mankind is only part of the issue; overwhelmingly man has a responsibility to perpetuate all life on earth. Other interests must, by definition, be subordinate to this aim.

Professor Lipson (October 28) is

right to remind us that a period of subjugation under a foreign power, unhappy though this may be, cannot be equated with a nuclear war; and it is not cowardly or treacherous to say this. On the contrary, the willingness to suffer such a situation (and, again, as Professor Lipson points out, this is by no means an inevitable consequence of unilateral disarmament) is indicative of the selflessness and loyalty to all earthly life that it is our first duty to show.

Yours faithfully,
JOHN LANE,
6 Powlett Road,
Bathwick,
Bath,
October 28.

From Mr E. W. Cooney
Sir, Like Ronald Butt (article, October 29) I was growing tired of the 1938-1941 war. Munich seemed utterly wrong. Hitler had to be stopped. I haven't changed my opinion about that uniquely evil genius. Hiroshima and Nagasaki seemed but did not dismay me. (Disarmag came later.) A just war had been brought to a decisive end. I could return from war service to what was recognisably "home" (as few, if any, could hope to return today from a general nuclear war).

Why do I not respond in the same way to the Soviet menace? Not I think because it alarms me less than that does Ronald Butt. But primarily because I am appalled by something he doesn't seem to be aware of in his article: the prospective acceleration of the arms race after thirty years of near failure to contain it by multilateral and bilateral negotiations.

Does he not see that in the present state of the world a "balance" of armaments maintained at ever higher levels of technology and expense is increasingly likely to undermine the civil resources of the Nato countries and the Soviets? That there is therefore a growing danger, with both sides increasingly cornered between political and social instability and the ever rising demands of the military balance, that they will in desperation be ever more tempted to seek strategies (however deluded) of a decisive first strike?

I put it to Ronald Butt that measures of unilateral nuclear disarmament, by particular states at particular moments in a diplomatic progress, have a part to play, beginning with nuclear disarmament in Europe but by no means ending there.

Yours sincerely,
E. W. COONEY,
8 Ladbroke Grove,
London, W2,
October 29.

From the General Secretary of the Campaign for Nuclear Disarmament
Sir, Both Swedes and Russians might be forgiven for thinking that Vice Admiral Sir Ian McGeock (November 2) has perhaps chosen a rather inopportune moment to make a case for the indefinite invulnerability of submarines.

Yours faithfully,
BRUCE KENT,
General Secretary,
Campaign for Nuclear Disarmament,
11 Goodwin Street, N4,
November 2.

Way ahead in Ireland

From Sir John Biggs-Davison, MP for Epping Forest (Conservative)
Sir, The Council of Ireland was first intended to be a "bond of union" between the Northern and Southern Governments, as provided for by the Government of Ireland Act 1920. The Northern Ireland Parliament appointed its representatives in 1921. Oireachtas Eireann did not respond.

The Sunningdale Council of Ireland, as you explain editorially today (November 2), proved the ghost (but not only) — sunningdale ghost to Unionism — that the Council of Ireland had been Ulster Unionist policy. I was surprised, when speaking in Northern Ireland soon after the agreement, at the strength of fear Unionism and nationalism within them to be the forerunner of a politically United Ireland.

There has always been North-South cooperation, as much under Craigavon as under O'Neill. Security apart — there is a common economic interest — the common interests within the British Isles are exemplified in the common travel area and the common citizenship (although Dublin does not give parliamentary voting rights). Before the Republic adhered to the European Monetary System there was a virtual common currency. The "unique relationship" is more intimate

than between most Commonwealth countries.

While welcoming links of mutual benefit, many Ulster Unionists fear that some who cherish British values regard the Union with Great Britain as impermanent. It is necessary to convince them that the democratic will to remain part of the United Kingdom will be gladly upheld if full Irish independence is to be gained for closer partnership between the United Kingdom and the Republic. United Ireland is not on there could be "United Islands", with a council that could embrace the Isle of Man and Channel Islands as well as the two sovereign powers concerned.

The Union can be put beyond doubt by abandoning the long, fruitless search for a form of devolved government acceptable to Unionists and nationalists. Within the United Kingdom Northern Ireland has, and can have, its own personality and local government. Despite its excessive bureaucracy, which can be corrected as confidence grows, direct rule is regarded as fair and as everyone's second choice. "Integration" is "direct rule plus". One parliament at Westminster is the best guarantee, not only of the Union but of the rights of non-Unionists.

I remain, Sir, your most obedient servant,
JOHN BIGGS-DAVISON,
House of Commons.

The Finchley seat

From Councillor Neville Beale
Sir, As the latest person to have appealed, with success, to the electors of Finchley, may I comment on Ian Bradley's article yesterday (October 29)? No one knows what goes through a voter's mind once he or she is in the secrecy of the polling booth. However, a political candidate usually develops a pretty skewed feel for the issues which are most important in the local constituency.

For several weeks prior to the GLC elections last May, members of Finchley and Friern Barnet Conservative Association were knocking in doors throughout the constituency in search of new members. Efforts were, of course, redoubled when the campaign proper got under way. Moreover, as the Conservative candidate, I received a considerable number of

letters from local pressure group seeking my support.

From all this activity, I realized that inflation, unemployment, trade union reform, immigration, community relations, homosexual equality, Catholic education, equalizing nuclear disarmament and even Nambua were on some people's minds. There was also justified fear as to the likely increase in rates if Labour took control of County Hall. But although some people canvassing on my behalf did encounter the Palestinian issue, not once was it raised with me either on the doorstep or in correspondence.

Many Jewish families in Finchley and not a few Gentiles support the cause of Israel. That does not mean that the Palestinian issue overrides all other electoral considerations. Yours faithfully,
NEVILLE BEALE,
Members' Lobby,
The County Hall, SE1.

Employment in a technological age

From Dr Aldwyn J. R. Cooper
Sir, May I dissent from the comment on this page concerning the impact of new technology on employment (Mr David Fairbairn, October 22). The all pervasive nature and rapid pace of change of these developments is of an order of magnitude different from any past experience. To suggest that we may rely on historical precedent to demonstrate our ability to accommodate to change is a dangerous fallacy.

The less than responsible manner in which some representatives of the media have acted as prophets of doom has led some commentators to confuse the current difficulties of an economic recession with the coming turmoil of massive technological change. This is unlikely to occur until general economic conditions improve. As yet, we are not experiencing the "problem of readjustment" as suggested by Mr Fairbairn.

Much needs to be done to prepare society for the changes ahead, particularly in the field of education. We need to reject the ill-founded delusions of competence based on past performance. The entire economic, technical and social structure of the world has changed radically. We should prepare our children now to have very different expectations of full and lifelong employment. Further, we must broaden the educational base to include education for life and the fostering of attitude change towards the relative merits of work and leisure.

Yours faithfully,
ALDWYN J. R. COOPER,
Director of Information Studies,
The Management College,
Greenlands,
Henley-on-Thames,
Oxfordshire,
November 1.

From Dr L. J. Herbst
Sir, In his reply to Mr Fairbairn's letter, Mr Bendish expresses his concern about the effect of microcomputers on employment (October 27). The fears expressed by him, although understandable, are unfounded.

Granted that these are still early days in information technology, all the evidence points to the potential increase in employment due to the new technology. We have two excellent reports dealing with information technology in its wider aspects.

The first of these, "The Manpower Implications of Microelectronic Technology", published by HMSO on behalf of the Department of Employment in December, 1979, is an account of the employment in the light of microelectronic developments. It concludes that the decline in Britain's industrial base, and the prospect of further shrinkage are due to reasons of competitive failure, and that microelectronic technology could be of significant assistance to us in halting and perhaps even reversing this process.

The second report, "Computer manpower in the '80s", is a comprehensive document published by HMSO in May 1980, on behalf of the National Economic Development Office. It quantifies the tremendous amount of computer-skilled manpower required over the next few years, and warns that failure to adopt the new technology will only lead to further decline.

It is worth quoting from its conclusions: "The technology has job-creating as well as job-displacement effects. There is common agreement that as a trading nation we have no alterna-

tive but to adopt it. Failure to adopt will hasten even faster the alarming erosion of our competitive position, so that job displacement will occur — is occurring — without the offsetting job-creating benefits".

The production of adequate computer-skilled manpower at all levels is one of the greatest tasks facing us at the present in secondary and tertiary education. It needs to be pursued with all vigour in order to give us a chance of remaining competitive and successful. Yours faithfully,
L. J. HERBST,
Head of Department,
Department of Electrical,
Instrumentation and Control
Engineering,
Teesside Polytechnic,
Middlesbrough,
Cleveland,
October 27.

Burdens and benefits

From Mr Nicholas Hinton and others

Sir, We share your concern that the unemployed should not be asked to share the extra burden of the undoubted hardships ahead" (leading article, October 29). As you point out, benefits for the unemployed have already been severely cut. Our own concern stems also from the fact that the social security system is very unjust to the unemployed.

Unemployed benefit lasts for only 12 months. Unlike sickness benefit, it is not increased after six months on benefit. A parent on unemployment benefit receives a total of 86p a day for each child. Furthermore, the supplementary benefit scheme provides lower benefits to the unemployed than to other claimants. No matter how long they have been on benefit, the jobless cannot receive the higher long-term supplementary benefit rates so long as they are required to register for work.

The weekly loss for a married couple at 1981/2 benefit rates is £2.60 and for a single person £2.35. It is not the discredit of successive Governments that they have perpetuated this discrimination against the unemployed.

The Unemployment Alliance was formed because rising unemployment has placed an additional burden on the client groups which our organizations were established to serve. We have written to Ministers urging them to end this discrimination against the unemployed, and to make good the cuts in flat rate unemployment benefit.

When benefits for the unemployed are brought into the tax net next year, the extra revenue raised would more than meet the cost of restoring the real value of unemployment benefit and of extending the long-term supplementary benefit rate to the unemployed.

The poverty suffered by the unemployed has been amply documented by numerous surveys. The Government has it in its power to do something to mitigate that poverty. It is surely unthinkable that it would, instead, deliberately deepen it by making further cuts in social security benefits.

Yours faithfully,
NICHOLAS HINTON,
CHRIS FORD,
JULIAN BINEY,
RITA LESTER,
CLARE SHORT,
LINDA LENNARD,
DAVID HOBMAN,
JEREMY LEIGHTON,
ROSS FLOCKHART,
Unemployment Alliance,
26 Bedford Square, WC1.

Sir Randle Feilden

From Lord Wigg
Sir, The devotion of Sir Randle Feilden (whose obituary you published on October 29) to horseracing, both as a sport and as an industry, was absolute. The tribute which can best be paid to his memory must be to ensure that the lessons learned from his life's work have been understood and accurately recorded.

Our association began when I became a member of the Racecourse Betting Control Board. Over the years our relationship enabled us to maintain a dialogue, even when the going became rough. I became convinced he was prevented, by Jockey Club forces he could neither influence nor control, from doing all he wished. This truth is brought to mind by *The Times* when it reports "the Jockey Club has had its share of criticism from those who look on it as a privileged body averse to progress and in 1969 Lord Wigg, then Horserace Betting Levy Board Chairman, compared it with a 'veteran motor car', a description which hardly poured oil on the troubled waters of racing's many problems. Feilden and his Turf Board Vice-Chairman, the Duke of Norfolk, behaved with

great restraint under this criticism."

General Feilden had been worried about criticism of the stewards. He approached a prominent public figure who asked me whether I would be prepared to put the problem in perspective in a speech I was due to deliver. We met over breakfast and I suggested that our host, a skilled draftsman, should write a passage of 200-300 words, after consulting with General Feilden, for inclusion in my speech. This was done.

In the event the part of my speech which aroused so much controversy, including the reference to a "veteran motor car", was written for me and then approved by General Feilden. It secured what the late Duke of Norfolk went to Ascot a few days later, took over the course microphone and addressed the crowd which included the Queen Mother. He did so in terms that left no doubt he wholly disapproved of what I had said. The Duke's intervention hardly eased my task but I came to no harm. General Feilden continued to behave with wisdom and restraint.

Yours faithfully,
GEORGE WIGG,
House of Lords,
October 31.

Lack of interest

From Mr F. A. Scott
Sir, You report on October 23 that Barclays Bank require time to develop the software to introduce payments on current account balances.

Speaking from bitter personal experience, the banks already possess the ability to charge interest on current accounts when the balance is not in credit. Is it too simple to suggest that the existing computer procedures merely be reversed or is the whole affair a further manifestation of the insincerity of the banking industry?

As indicated above, I am Yours disinterestedly,
F. A. SCOTT,
13 Elmer Close,
Enfield,
Middlesex.

Unending pursuit

From Colonel F. M. Hill
Sir, Chaplain Allan (October 29) should not complain at receiving two unsolicited catalogues.

In this little country parish we collect old newspapers and the less valuable old coloured magazines and bound or stapled circulars and sell them. Our church benefits by £500 to £600 per year.

To help this collection one fills in every freepost or reply-paid offer of a free catalogue and on receipt puts them unopened on to the collection pile. Some of the larger mail-order catalogues weigh up to 5lb and help a lot. I would be delighted to receive two copies of each. I am, Sir, etc,
F. M. HILL,
The Old Rectory,
Monkton Deverill,
Wiltshire.



Jack Adams (left) and Derek Robinson — two men who took on Sir Michael Edwards (right) and failed

Shock waves from the shop stewards' defeat

The overturning of the BL shop stewards' strike recommendation by the state firm's workers will send fresh shock waves through a labour movement already badly demoralized by the impact of the economic recession and its accompanying climate of fear in industry.

Sir Michael Edwards, the company chairman, has proved once again that the power of shopfloor union officials which grew virtually unchecked for two decades up to the mid-seventies, can be broken by a judicious mixture of tough management, media pressure and the backing of supportive trade union general secretaries.

The strategy might have backfired through going too far, but it did not, and the company that fired communist works convenor Mr Derek Robinson and got away with it has now established, perhaps once and for all, that it is master of its own house.

Any union leader would be rightly envious of Sir Michael's string of victories: the demolition of Alan "the Mole" Thorne, the Cowley shop steward; the imposition of the package in 1980 that gave labour mobility and demoralized the militant; the radical changes in collective bargaining practices to give more power to leaders; compulsory redundancies among the staff and the withdrawal of facilities for most shop stewards.

to devote all their time to union business.

In its next step, which is built on a largely unnoticed section of the peace plan drawn up at Aca's with the help of its chairman, former BL personal director Mr Pat Lowry, BL wants to take such remaining shopfloor decisions as still remain in the hands of the stewards and make them subject to "mutuality" — ie joint union-management agreement. It also wants to shorten the dispute procedure so that failure to agree at plant level will mean grievances going straight out of the hands of the stewards into an external machinery involving full-time national officials and senior management.

Naturally enough, these considerations yesterday exercised the minds of BL shop stewards and convenors almost as much as the company's refusal to increase the 3.8 per cent pay offer and the threat of renewed factory closures. But it was being argued privately among the activists last night that this was a different kind of defeat to previous maulings they have had at the hands of Sir Michael: there was less demoralization inside BL union ranks and among the workforce than might have been expected. The sense of defeat will probably be much greater in the movement at large.

That is the immediate rationalization of events as they subside into a

period of less public but no less intense warfare between the company and shopfloor union leaders over "who rules" in the giant car plants.

BL has come through its latest crisis with more gains in the balance-of-power stakes than has generally been realized. The process is by no means complete, but few could have guessed that so much would have been achieved in less than four years after the Edwards takeover.

When he met more than 500 shop stewards in the ballroom of a Kenilworth hotel on February 1, 1978, Sir Michael impressed the rank and file officials with his determination to break up the unpopular corporate structure and replace it with smaller companies where workers could relate more easily to their immediate bosses.

The honeymoon did not last. The closure of Triumph, Speke, caused the new co-operative relationship to falter. It soon became apparent that although the new chairman was ready to seek the help of stewards whenever necessary to head off shopfloor reaction to unpleasant decisions, he was also ready to face up to them.

By late summer 1978, a new crisis emerged. A spate of unofficial strikes following threats by the company to withdraw recognition of stewards persistently taking part in wildcat strikes had stirred the

wrath of the powerful but unofficial BL Combined Shop Stewards Committee headed by "Red Robbo", Mr Derek Robinson.

This body was a thorn in the side of the trade union establishment but under the previous government it had been allowed to carry out its unofficial activities because many of its leading members were key figures in the joint union-management participation machinery. Now the members of this clandestine group found that more and more obstacles were put in their way while official trade union leaders were consulted regularly. In particular, the new president of the engineering union, the moderate Mr Terry Duffy, proved a useful ally for Sir Michael. The AUEW had earlier seen off Mr Roy Fraser, the toolmakers' unofficial spokesman.

The Robinson Affair was less the culmination of a long battle than a short, decisive encounter between Sir Michael and the convinced communist, whose commanding presence won him respect in the union jungle at Longbridge.

Mr Jack Adams, the AUEW successor to Mr Robinson — and yet another communist — has adopted a deliberately low-key approach. He argues his intention is to lead from the back, implying that he will not make the same mistakes as his predecessor in

trying to impose his personality and leadership on his members.

Unlike Mr Robinson, he is not a seeker after publicity but is a skilled performer when called upon to meet the media. In many ways this makes him a more dangerous opponent for BL management. Instead of making speeches urging direction, Mr Adams is the back-room planner waiting until the time is ripe for action — and then only appearing to respond reluctantly to the wishes of his members.

He will, however, have his work cut out to prevent the company making fresh inroads into the powers and influences of the shop stewards. The stewards acted quickly last night to shore up their credibility by recognising their call to continue the strike did not command sufficient popular support. Their next test will be to sustain their dwindling ability to influence events as the pressure grows to exclude them from where the real power lies.

In the wider world of industry, shop stewards and activists will ponder the latest drubbing that some of the best organized of their shopfloor elite have suffered. On Mr Hugh Scanlon's old adage "if you prick one of us, we all bleed", it has been a bloody wound.

Paul Routledge and Clifford Webb

The King who stands out from the pack

Fifty years ago today Anthony Wagner, dressed in tabard and tights like a medieval sandwich man, led King George V and Queen Mary into the House of Lords for the opening of Parliament. As Portcullis Pursuivant and the junior member of the College of Arms he had to lead the procession.

However slowly he paced at rehearsal, the Earl Marshal shouted: "Stop, you are making the Queen run."

Portcullis, just down from Balliol, was the first recruit of a new policy after a Cabinet inquiry had decided to beef up the intellectual quality of the College of Arms: more scholars, fewer military men with loose lower jaws and good calves (Sir Anthony's calves are admirably shapely).

Since then Sir Anthony has spent 50 years in the business of the boast of heraldry, the pomp of power, climbing the heraldic ladder to Richmond Herald, Garter King of Arms, and now Clarenceux, as we call him familiarly in the trade.

He has opened more Parliaments than most of us have opened birthday presents; two coronations; about 30 Garter ceremonies (none before the Second World War, it is said because George V refused to meet a particular KG); the investiture of a Prince of Wales; Churchill's funeral; Royal funerals.

Man is a noble animal, splendid in ashes and pompous in the grave. At the Duke of Windsor's very grand funeral there was a tiny congregation. Garter calmed his nerves before proclaiming the Duke's styles and titles by categorizing the facial types of the entire Royal Family sitting opposite him... that's a Hanoverian... definitely a Coburg.

Very little has changed in the business in 50 years. That, after all, is the point of heraldry. But, barring improbable earthquakes, Windsor's funeral was the last occasion that anybody will have to declaim: "Sometime Emperor of India".

There was the great excitement when Dick Crossman came near to refusing to wear morning dress for the Open-

ing of Parliament. Since then standards of dress have slipped. Michael Foot has a particularly smart grey suit without tails that he wears for these events.

One can see that it is all great fun and charming. Sir Anthony has written witty verses for *Punch* in his time about the odd aspects of middle-aged men dressing up like refugees from a pack of cards. But what is it all for? Do you think, Father Clarenceux, in this day-and-age it is right?

Sir Anthony: "It is quite clear that the nation likes ceremonial".

Well, the nation also likes betting shops and topless go-go dancers.

"But they are not so elevating. Ceremonial induces a more reflective mood. It is an art form that embodies the continuity of the nation and the deposit of history. We live in a time of great change. But every item in a ceremonial like the coronation links us directly to the roots of our nationality more than 10 centuries ago."

Magnificent though the ceremonies performed by the College of Arms under Sir Anthony (and that master of ceremonial, the old Duke of Norfolk) have been, they are not what Clarenceux will principally be remembered for. He is the man who has made heraldry a respectable academic subject, a branch of history.

Clarenceux has helped to

devise the arms for almost all of Britain's ex-colonies. Almost all new peers for the past 20 years have sat in the crimson damask, wing-backed throne in his set of rooms to discuss what titles they should take. Only one refused, on the ground that he had decided for himself. Alas and damn it, it would be indiscreet to name him.

Sir Anthony's Catalogue of English Medieval Rolls of Arms is an essential piece of the mosaic for anybody who

wants to understand the social structure of the fifteenth and sixteenth centuries. His semi-annual books on genealogy have redefined the notion of Two Nations, between whom there is no intercourse and no sympathy.

They have demonstrated that between the two nations, England is the most dynamic and socially mobile of all European countries, with families, callings, and classes rising and falling ceaselessly.

Clarenceux is at present working on the agreeable and scandalous memoirs of a predecessor, the eighteenth-century Garter King, Stephen Martin Leake. He is also writing a history of his family, and his recollections, "not all of them scandalous". He holds the office of Clarenceux King of Life.

Next time you see him hurrying to keep up at the back of a procession these days, remember that there is more to him than a pretty face and a splendid costume. He is one of our most distinguished historians, the man who made heraldry respectable and who holds the sceptre of continuity in our changing times.

Sir Anthony: he has opened more Parliaments than most of us have opened birthday presents...



Philip Howard

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Long questions still left unanswered

Was the spy Leo Long more important than he has let on? I hear there is no shortage of people in and around Whitehall who think we might have to face that possibility. One question that does need answering has been raised by Tom Bower, *Panorama* producer and author of *Blind Eye to Murder*, a book about the failure of British authorities to winkle out Nazism in West Germany after the Second World War. In his book, which was published earlier in the summer, Bower mentions a certain Major General Long in charge of the Intelligence Division of the British Control Commission (the military government in the British zone) in the post-war years; he quotes some of Long's fiercely anti-Nazi reports, which tended to be discounted by the British government.

Bower tells me he thought no more about this somewhat anonymous Long until he went to interview the newly unmasked spy on Sunday for Monday's *Panorama* programme. Long surprised him by saying he was the man mentioned in *Blind Eye to Murder*, but claimed his role was over emphasised in the book. However, Bower has again delved into his source documents and is certain it is not.

At the moment the spy is saying only that his espionage activities were limited to his war years in MI14, when in mitigation Russia was at least our ally. However, if Long really was a major-general and possibly full general in intelligence during the cold war era, perhaps Bower has stumbled upon a further area for fruitful investigation by the Attorney General, the security services themselves, not in the past press.

Bower is not alone in asking why

THE TIMES DIARY

Practise your deep breathing before reading this. The *Times* magazine of the United Nations in Geneva. UN Special, is jubilant at unearthing what it believes to be the longest UN sentence ever perpetrated — over 140 words, grand total. In a riveting document about the salaries of secretaries, clerks and messengers and attributed to the executive heads of six UN agencies, the sentence reads: "Following their meeting with the staff representatives of the UN, WHO, ITU, WMO, GATT and WIPO on July 1, 1981, to discuss the recent decision of the ILO governing body to increase, with effect from March 1, 1981, the pre-1978 net salary scale

applicable to ILO general service staff recruited before January 1, 1979, by 3 per cent, the executive heads of the other six Geneva-based organizations have decided that they would bring before the International Civil Service Commission and their respective governing bodies, the matter of the abnormal situation of unequal net remuneration between similar groups of general service staff in Geneva resulting from the ILO decision, and their intention to grant a comparable increase in the net remuneration, retroactive to March 1, 1981, those general service staff in their organizations to whom the pre-1978 scale had been applicable."

A 3 per cent pay rise backdated to March 1, in other words. Anybody who thinks the original English language is referred to in the French translation — about 180 words.

Long should have given up spying in 1943. He has admitted that he only "gradually" became disillusioned with Russia and it is unlikely he would have changed his mind suddenly in 1943. So did he manoeuvre himself deliberately into the Control Commission — a position equally valuable to the Russians?

Disarming words

Sebastian Flyte, now beginning to go downhill every Tuesday on *FIT's* *Brideshead Revisited*, may have many shortcomings — but he did save the life of Dylan Thomas, the poet. Or at least, Alister Graham did — Graham being the friend whom Evelyn exaggerated into the effete and hedonistic Flyte. I do not believe the curious incident has been told before.

Mr Graham does not live in a

grand country home of the type depicted in the television series, but spends his time quietly and uncommotioned when sitting in a small cottage in New Quay, Cardiganshire, where he has been since 1936.

One night in 1945 Dylan was with Graham and others in the Commercial Hotel in the village when a furious row developed with a Greek army captain. The party retreated to Thomas's house, Majada, "on the Welsh-speaking side" for more excitement when suddenly they heard shots and flung themselves down by the fireplace, the only part of the room which offered protection against bullets. Before they had time to do anything more the enraged captain stormed in, armed with a sub-gun and a grenade and sprayed the ceiling with lead.

Graham, who had worked with the Foreign Office in Athens spoke Greek to calm the captain down and

"Frankly I was looking forward to the end of West Midlands civilisation as we know it...."



eventually retrieved the hand-grenade and promptly set on it until the danger was over.

Incidentally Graham did not have a high opinion of Thomas. He thought he was bad company and was always trying to borrow money.

An editor's worth

Nigel Dempster, whose book on Princess Margaret is published today, has sent £1,500 to his former editor at Quartet Books, Dr Anne Smith, who has since parted in acrimony from the company.

"When I heard what she was being paid as an editor of *The Literary Review* and for working at Quartet", Dempster told me, "I felt she had not been paid properly for the work she did on my book. Seven-and-a-half thousand pounds

Henry Fairlie

Meanwhile, back at the Reagan victory

A year ago today, the American voters sent a Republican to the White House, gave the Republican Party a majority in the Senate, and added significantly to the number of Republicans in the House of Representatives. Everyone said the next morning that "there had been a revolution"; that it marked as decisive a change in American politics as the 1932 election which initiated the long years of Democratic ascendancy.

There is now much more information about the 1980 election than we had then. It is no longer clear that it was such a political earthquake. Certainly the claim that the Republicans received a conservative mandate is now open to question. Understanding last year's election is essential to understanding both American politics at the moment and the possible course which it may take in the near future.

Samuel I. Popkin, who worked on the public opinion polls for Jimmy Carter, still calls the election "a sea change". Richard Wirthlin, the chief pollster for Ronald Reagan, still describes it as "a political Mount St. Helens". But it is exactly these conventional views which are challenged by the extended work which has been done on the election by political scientists.

Political scientists, after all, have their uses. They do a lot of donkey work for the rest of us. The quadrennial studies of American elections undertaken by the Institute for Social Research at the University of Michigan have a justifiably high reputation.

The study of the 1980 election formed the basis of an extended debate at this year's conference of the American Political Science Association.

First, what happened in 1980? Reagan won a landslide in the Electoral College. But the support which he received from the voters was only a scant two percentage points higher than that given to Gerald Ford in 1976. A political scientist said that one had to "search the returns" for any evidence that "1980 was significantly different from 1976" with the obvious exception, of course, of Carter's unpopularity.

From an analysis of the election data — and that is all one is discussing at this point — it emerges that "Reagan was the least popular candidate elected to the presidency" since the election studies began in 1952. His unpopularity has been exceeded only by that of the two candidates who lost most disastrously, Barry Goldwater and George McGovern, and of course, by that of his own opponent.

There appears to have been no significant increase in conservatism in 1980, judging only by the numbers of voters who described themselves as conservatives. There has been no increase in the number of voters identifying themselves with the Republican Party. In fact, the voting study reports a slight decline in self-described Republicans between February and October 1980, a remarkable finding. This was the trend reversed in the last months of the campaign.

What the political scientists did find of course, which makes sense of these other conclusions, was a generally increased support for two policies which Reagan succeeded in making his own: increased spending on national defence, and cutting back the size of the Federal

Government. But even on the second of these, public opinion still separated itself from him, being less inclined to cut social programmes.

If this is what the election data shows, then one must agree with the authors of the Michigan study: "It is rather amazing that Ronald Reagan has been able to change so much on the basis of so little." If the 1980 election really was "more of a blip" than an earthquake, as Nelson Polsky, a reliably disciplined political scientist, has said, then we can understand better what is happening now.

After the President had won his narrow victory on the sale of the Awacs, several Republican senators were quick to warn the White House that it cannot always hope to get what it wants. For they have constituents to whom to listen as well. Only last Sunday, the Republican Chairman of the Finance Committee in the Senate, Robert Dole, said that members of Congress are now responding to constituency pressure to resist more cuts in social spending.

In short, the conservative sentiment in the country is less reliable, on an issue of national defence such as the Awacs, and less sure, cutting big government spending if it means cutting social services, than the election results at first seemed to suggest. What is happening now in Washington confirms the main point of the political scientists: that there really was no clear mandate given by the voters to the present Administration.

But when was a mandate ever given for initiating a policy? The New Deal was not even mentioned in Franklin Roosevelt's election manifesto in 1932, and the famous New Deal Coalition began to coalesce only in the months before the election in 1934. If the idea of the mandate is useful at all, it is not something given by the voters to the politician, it is something which the politician creates for his policies among the voters.

There can be no mandate to initiate, because the voters do not know what to expect. There can only be a mandate to continue, which the politician has created by his performance. Given that the voting studies are correct, then nothing much happened in 1980, because no mandate was really given. Yet everyone knows, as he knows ever during whatever election party he attended, that something important happened.

The data suggest that there was no party realignment of the voters last year. But the author of the Michigan study then goes on to make the vital point: "if realignment comes, it will not be so much a response to public demand, as a political elite grabbing the opportunity presented by the electoral failure of the opposition." To translate that: the voters gave the Republicans, and not just a Republican President, the chance to prove themselves in power. That hardly makes the election "a blip".

As the same political scientist goes on: "The realignment (if it comes) will be due solely to public ratification of policy changes after they were implemented." To translate that: there will be a mandate to continue. This is the fascination of the elections now. They are trying to discover two things: what it was they voted into power, and whether they like it now that they can see its face.

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is a pittance by Fleet Street standards.

Dr Smith has declined to accept his cheque but Dempster told her yesterday that he would not take no for an answer. If she won't take his money he said he would invest it in the *Common Reader*, the new literary magazine she is intending to launch, assuming that she does not win the editorship of *The Listener* which is to be announced this week.

Spectator sport

Disappointment abounds in Fleet Street that the *Spectator*, which tomorrow publishes its 8,000th issue, will not be celebrating with one of its extreme parties (for excellent read gin, whisky and vodka, rather than Valpolicella).

But this week's magazine will be larger, with parts on the back from regular contributors, Alan Watkins and Auberon Waugh. Watkins has it about right, I think, in describing the *Spectator* as "a compound of the *Daily Telegraph* and *Private Eye* unpolluted by the master atmospheric elements of both publications".

For journalists, he says, one of the attractions of the *Spectator* is that their "stuff" is printed easily as written, without fuss, and that the paper does not have a line but has "an atmosphere" — less liberal than in the 50s but equally libertarian.

Thinking feet

Further ammunition in my search for reconnoitering academic specialities: Christine Gratus, of Acton, writes: "This isn't exactly an obscure post but I've always wanted to meet the person who got the job..." — and she has an ad from Leeds for a Polytechnic for "Lectures in Philosophy and/or 'dance'." As Pascal said: "To make light of philosophy is to be a true philosopher."

Peter Watson

كتاب النظم

No respite for white goods, page 15

Business News

THE TIMES Wednesday November 4 1981

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Trident in £17m deal to buy the Playboy gaming empire

By Philip Robinson

Trident Television has agreed in principle to buy Playboy's United Kingdom gaming empire for £17m.

The deal involves three London casinos, 15 provincial casinos, a share in two others, and 80 London-based betting shops.

Playboy London clubs, once attracted the world's big spenders, providing 97 per cent of profits of the parent company, and made £16m in the year to last June. Now the deal leaves Playboy with just half a dozen bingo halls.

Playboy's decision to pull out follows successful opposition by the Metropolitan Police and the Gaming Board to the renewal of its licences to run the Playboy Club in Park Lane and the Clermont Club in Berkeley Square. Playboy is appealing against the decision. Objectors to the renewal of a licence for a London casino, the Victoria, have yet to be heard.

The police and the Gaming Board alleged that Playboy was not a fit and proper person to be a casino licensee under the Gaming Act 1968 as the premises were used for unlawful purposes.

In April Mr Derrick J. Daniels, the president of Playboy's Chicago-based parent company, sacked Mr Victor Lowmes, the flamboyant head of its London operations and brought in Admiral Sir John Treacher at £143,000 a year.

Mr Daniels said last night: "The decision to sell our gaming interests in Great Britain was largely prompted by the emphasis which British



Playboy's paradise lost: one of the casinos which had its licence withdrawn.

authorities are placing on the issue of foreign ownership."

He said he was shocked at the opposition to the renewal of casino licences and added: "We have now come under serious criticism in Great Britain because the manner in which we carried out the managerial replacement raised questions about the degree of foreign control permitted under the British gaming laws."

The deal with Trident, which

through whether Playboy wins its appeal or not. The package being bought made £16m profits in the year to last June.

A spokesman for Trident said: "We regard this development as a logical extension of our business and a unique opportunity both to replace the earnings formerly available from independent television and to provide funds for expansion."

Trident was one of a number of companies which approached Playboy with a deal. It is understood that it pushed international trading group Lomax, headed by Mr Roland "Tiny" Rowland, out at almost the last minute. Lomax is believed to have offered £15m for the package.

As one point, Mr Lowmes said he had American backers willing to put up the money to bid for the casinos, but he is not thought to have been a contender in the current round of bids.

The need for Trident to find profits outside the world of television became clear last December when, as a condition of renewing its franchise, the Independent Broadcasting Authority insisted it sold off 51 per cent of its interest in Tyne Tees and Yorkshire. Approval for the reshuffle was given in the summer.

Playboy is the last of London's traditional big gaming companies to pull out of gambling. Ladbrokes was the first to go in May last year and was followed by the sell-off of Coral Leisure's casino and betting interests. The company had been taken over by the brewing giant, Bass.

New round starts of onshore oil exploration

By Clive Cookson

Thirteen more onshore oil and gas exploration licences, covering 4,758 square kilometres in Scotland, North East England and the Midlands, were issued by Mr Nigel Lawson, the Energy Secretary, yesterday.

They bring to 113 the total of licences in force. They authorize holders to search for oil and gas by geological and seismic survey and by drilling test wells up to 350 metres deep, if landowners give permission.

Companies have to obtain separate production licences to go deeper than that, or to pump out oil or gas.

Last year, 240,000 tonnes of oil were produced onshore in Britain. That was more than twice the 1979 figure reflecting the build-up of the big field at Wytch Farm, Dorset.

Mr Peter Clarke, managing director of Marine Petroleum, which is behind a number of the licences issued, said yesterday that because of the geological conditions in the South of England he believed there could be "dozens" of oil and gas fields as large as Wytch Farm.

If so, Britain's onshore oil reserves could approach those in the North Sea and they would be far cheaper to exploit.

Ex-BL men want to buy their foundry

By Edward Townsend

A consortium of three companies, possibly with financial support from a redundant workers' fund, is attempting to buy the BL foundry at Wellingborough, Northamptonshire.

Mr Peter Fry, Conservative MP for the town who is co-ordinating the efforts of the potential bidders, said yesterday: "All we want now is a realistic selling price from BL."

About 400 of the foundry's former employees agreed at a mass meeting to use some of their redundancy money to help with the purchase and to form a separate company. They are believed to have received about £5,000 each when the foundry closed in September.

BL was unable to confirm yesterday that talks had been arranged with the former Wellingborough employees. Nor was it aware that they had decided to put up money for the purchase.

The foundry, which employed about 500, was closed as part of BL's continuing rationalization and streamlining programme. It supplied castings to the big Longbridge plant in Birmingham, which produces engines for most BL models. The work has since been transferred to Longbridge itself and to a BL foundry in Staffordshire.

It is not clear, given the depressed state of the foundry industry, where the Wellingborough plant would find customers if it was reopened. Certainly, BL is unlikely to place orders so soon after the closure.

The company said it had had initial discussions with the consortium representatives "who have now gone away to do some more thinking."



Mr Fry: seeking a "realistic" selling price.

Workers' firm to buy £2m factory

By Our Financial Staff

Unilever, the Anglo-Dutch group, is negotiating to sell its Liverpool resins subsidiary to Scott Bader of Northampton, Britain's best-known worker-owned company.

A brief statement from Unilever said the talks were expected to lead to the acquisition of Synthetic Resins, based at Speke in Liverpool, by Scott Bader. It added: "Scott Bader intend that synthetic resins will continue to produce a major part of its product range at Speke on its existing site."

No price was announced, but it is understood the deal could be struck for just under £2m. The fixed assets of Synthetic Resins, essentially consisting of one factory producing about 20,000 tonnes of resins a year, are valued at about £1m. The remainder will represent working capital.

Synthetic Resins has 225 employees. Scott Bader employs about 400.

Scott Bader, founded in the 1930s by Mr Ernest Bader, specializes in polyester resins. In 1952 Mr Bader gave the company to his employees, the first example of common ownership since World War Two.

The company describes itself as a "commonwealth" and it is occasionally confused with workers' cooperatives. Although it does not publish formal profit figures, it is believed Scott Bader will make profits of between £500,000 and £1m this year.

BL boosts recovery in shares

By Michael Clark

The BL vote for a return to work enabled the stock market to extend its recent recovery yesterday and share prices surged ahead for a second day.

The FT Index of 30 leading shares opened cautiously, awaiting the outcome of the BL vote, but by 11 am. was showing an improvement of 10.5 before closing 13.3 up at 432.2.

British Sugar raid on Ranks

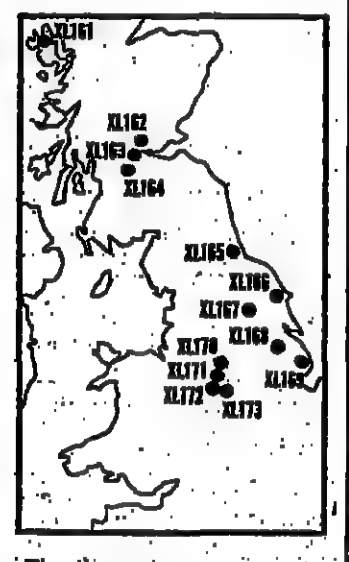
By Michael Prest

British Sugar Corporation yesterday paid almost £28m for 24.7 per cent of Ranks Foods. The raid comes a week before British Sugar's due to announce its annual results. In its defence document against the Berisford bid, the corporation forecast pretax profits of £49m. It is believed that the outcome could be higher.

City analysts said that British Sugar may have paid rather too much for its Ranks stake. Ranks shares stood at 56p on Monday evening after the possibility of a dawn raid was known as the currency in the market. Ranks then denied it had any knowledge of a raid, or that a formal bid approach had been received.

Berisford also felt that the price paid for the Ranks shares was too high. A banker company official pointed out that if values Ranks at £187m and that rationalizing Ranks' activities, particularly its agricultural operations, might need another £100m. The banker said that Berisford would have to study the sale from the standpoint of Berisford shareholders.

But it is possibly the agricultural side which is attractive to British Sugar. The corporation has been buying up land and has a large sugar beet processing plant in Lincolnshire, west of Market Rasen and south of A166. Ranks has been the subject of takeover rumours off and on for years since its pretax profits peaked at £42m in 1976. The company made £35.6m last year. Apart from an overhauling area of food processing and distribution, Ranks is active in agriculture. Ranks and British Sugar are now capitalized at about the same amount.



The licences were:

- Licence XL 161: 461 sq km in North Yorkshire, north-east of York. Operator: Petrolite.
- XL 162: 163: 777 sq km in Central Scotland, north-east of Glasgow. Operator: Tri-control.
- XL 164: 337 sq km in Strathclyde, south-east of Glasgow. Operator: Moray Petroleum.
- XL 165: 421 sq km in Argyll and Cleveland, west of Harrogate. Operator: Moray Petroleum.
- XL 166: 22 sq km in North Yorkshire and Humberside. Operator: Taylor Woodrow Energy.
- XL 167: 486 sq km in North Yorkshire, north-east of York. Operator: Weeks Petroleum (UK).
- XL 168 and 169: 594 sq km in Lincolnshire, west of Market Rasen and south of A166. Operator: Moray Petroleum.
- XL 170: 500 sq km in Cheshire, Derbyshire and Staffordshire, west of Macclesfield. Operator: Deepwater Mining.
- XL 171-173: 1,280 sq km in Staffordshire, Derbyshire and Leicestershire, west of Derby. Operator: Clyde Petroleum.

Low-cost loan scheme for coal and steel jobless

By Peter Wilson-Smith

A low-cost loan scheme to help small businesses and create jobs for redundant coal and steel workers has been launched by the Co-operative Bank. The scheme uses funds made available by the European Coal and Steel Community and has been made possible by an exchange risk cover which is being provided by the Department of Industry.

Mr John MacGregor, Parliamentary Under-Secretary of State for Industry with special responsibility for small businesses, last night signed an agreement with the Co-op Bank providing the exchange risk cover, and the ECSC is making £1m available to the Co-op Bank under the scheme.

Loans ranging from £5,000 to £50,000 will be offered to small businesses and worker cooperatives through the branch network of the bank. Mr Lewis Lee, chief general manager, said: "Under this scheme we have simplified administrative procedures, and with the help of the ECSC we shall be offering eight-year loans at a rate of 10 per cent initially for the first five years."

The present rate for ECSC loans is 13 per cent but a 3 per cent rebate over 5 years is allowed if new jobs are being created. Borrowers will also be given a four-year delay before making any capital repayments on the loans.

As a result of the interest rate rebate and the moratorium on capital repayments, the payments for borrowers over the first two years could be as much as two-thirds less than under a normal business loan. For instance, a loan of £30,000 under the scheme could involve payments of £5,000 over the first two years, compared with £18,000 on a normal business loan at present interest rates.

Although cheap loans for small businesses were already available from the ECSC, borrowers in the United Kingdom were hampered by the complicated administrative procedures and the exchange risk cover has been a major factor in making this scheme possible.

The scheme is mainly directed at the North-east of England, South Wales, South Yorkshire and Central Scotland.

'INSURANCE SALES NEED CONTROLS'

By Derek Harris

Commercial Editor

Despite recent improvements, the insurance industry could do more to stamp out unfair high-pressure selling techniques and establish a central system for dealing with consumer complaints, Mr Gordon Borrie, director-general of Fair Trading, told the Insurance Society of Edinburgh last night. He also urged legislation aimed at stopping insurance companies' unreasonably repudiating liabilities because of non-disclosure of facts or other breaches by the insured.

He said: "I have never felt that the major insurance associations do enough to publicize the service they are willing to provide of considering complaints." He was encouraged by 11 companies which had formed an Insurance Ombudsman in Scotland at the end of March—although it was a pity that an industry-wide body had not yet been created, even though moves in that direction were being made.

Some stockbroker charges may double

By Our Financial Staff

A proposal to more than double the price charged by stockbrokers as a minimum commission on small bargains is among measures contained in a review of stockbroking charges now being considered by the Stock Exchange Council.

The study has been promised since 1979 and represents the first review of charges for five years. It has been drawn up by the exchange's Commission on Stockbroker Charges, but the exchange pointed out yesterday that there were about

Some stockbroker charges may double

eight chances to amend it before the council took a final decision.

Under the current suggestions the lowest commission charges would rise from 2p to 4p, on deals up to £25,000, and on deals over £25,000 the charge would be 1p per £1,000. The review also suggests that the charge on deals over £25,000 would be 1p per £1,000, and most of the charges for dealing in equities would go up.

But, already there is resistance to the higher charges on smaller bargains, which are the mainstay of many small investors. One stockbroker said that if they charged more at the bottom end of the scale, it would drive the small investors to the unit trust group.

But there are also fears that higher charges at the top end of the scale would mean that millions of pounds and mainly done by the large financial institutions could cause a storm.

Institutions are well aware that the commissions on their large bargains, which are the mainstay of many small investors, would be very often dealt at a loss.

UK reserves fall by \$380m

By David Blake, Economics Editor

Britain's reserves fell by \$380m last month, against the \$815m record recorded in September. Nearly half of the fall was caused by technical changes in the valuation of our reserves and repayments of official debt. The underlying drop, which provides the best indicator of the scale of official intervention, was only \$225m.

The October figures show the eighth successive drop in sterling's official reserves, which now stand at \$23,361m. Their sterling worth at the end of October was £12,634m. The pound was weak throughout most of October, with only a temporary surge upwards early in the month in response to higher interest rates in London. Its value against the dollar was \$1.8185 at the beginning of the month and \$1.8455 by the end. After rising to \$1.9130 on October 9 it fell back throughout the rest of the month.

The value of part of Britain's

reserves was reduced by \$174m as a result of technical changes involving the European Currency Unit part of the reserves. Britain also repaid \$76m to the International Monetary Fund and a number of public sector bodies repaid loans totalling \$53m. New borrowing by state bodies totalling \$100m. The figures were much as expected by the markets. Sterling fell 20 points down at \$1,871.0, its trade-weighted index was 0.1 higher at 89.0.

| Stock Markets | |
|-----------------------------------|----------------------------|
| FT Index 492.2 up 13.3 | FT 100 Index 61.93 up 0.27 |
| FT All Share Index 297.67 up 5.80 | Bargains 16.751 |
| Sterling | |
| \$ 1.8710 down 20 points | Index 69.0 up 0.1 |
| New York: \$1.8775 | |
| Dollar | |
| Index 107.6 unchanged | DM 2.2245 up 78 points |
| Gold | |
| \$428.25 down \$3.75 | New York: \$430.75 |
| Money | |
| 3 mth sterling 16.152 | 3 mth Euro \$154.141 |
| 6 mth Euro \$151.151 | |

| PRICE CHANGES | |
|-----------------|-------------|
| Rises | |
| Apex | 8p to 123p |
| Brit & Comm | 12p to 285p |
| BRK | 14p to 340p |
| De La Rue | 22p to 645p |
| Caledonian | 15p to 252p |
| Haden | 15p to 218p |
| GEC | 20p to 516p |
| Peto Wallend | 20p to 365p |
| Poly Peck | 20p to 375p |
| Phillips Lamp | 15p to 435p |
| Skelly | 16p to 255p |
| Smiths Ind | 20p to 320p |
| Thorn EMI | 15p to 430p |
| Rollicon Subs | 18p to 475p |
| Falls | |
| Anglo Am Corp | 12p to 707p |
| Brackman Mins | 3p to 141p |
| Davies & New | 5p to 640p |
| Correll Broses | 5p to 55p |
| Elstree Gold | 5p to 162p |
| Hampton Gold | 5p to 145p |
| Longdon Inds | 4p to 110p |
| Kilmer | 4p to 88p |
| Kwik Fit Hols | 4p to 72p |
| Marleale Coa | 3p to 170p |
| Redfern Nat | 10p to 111p |
| Scitronics | 6p to 100p |
| Textured Jersey | 3p to 84p |
| Weeks Petrol | 5p to 310p |
| W Rane Cons | 5p to 158p |

Ekofisk strike ends

A strike by 500 production workers on the Ekofisk Gas and oil field in the Norwegian North Sea ended after strikers and operator, Phillips Petroleum of Norway agreed a new wages system.

The eight day old strike, for a 15.2 per cent pay rise and changes in the wage system, cost the company 1,000m kroner (£88m) in lost production and the Norwegian state 800m kroner in lost revenues.

1.36m jobless in Germany

Unemployment in West Germany could top two million some time next year, according to Herr Otto Landbecker, Bonn's Economic Minister.

This gloomy outlook was underscored by a sharp rise in the number of jobless in the Federal Labour Office in Nuremberg said the unemployed figures rose by almost 110,000 to over 1.36 million.

More Soviet oil for Poland

The Soviet Union is boosting oil exports to Poland this year to a record 16 million tons, Radio Moscow announced yesterday.

The Russians said earlier this year that they would increase oil deliveries to Poland to combat acute shortages of fuel. Polish officials said in June that they were counting on 13.5 million tons of Soviet oil to help the country's functioning. Poland imported about 16.5 million tons of oil in 1980, including some from the Middle East purchased with hard Western currency.

Holmes & Co. raises ACC bid

The Australian businessman Mr Robert Holmes & Co. has raised its bid for the 43-acre site half of the non-voting shares of Lord Grade's Associated Communication Corporation.

Mr Holmes & Co. instructed its stockbroker, Hoare Govett, to buy 10 million ACC shares on Monday. But initial attempts to buy the shares failed. The company then attracted holders of just over 1 million shares and he raised the price to 61p.

BUSINESS BRIEFING

Call for bold management

Too much of British industry, both public and private, was in the hands of the passive professions, militating against risk-taking and positive success, according to Mr Ian Campbell, vice-chairman of the British Railways Board (writes Derek Harris).

Speaking in his capacity as the new president of the Institution of Civil Engineers, Mr Campbell (right) urged members to develop general management skills to play a wider role as technology increased.

Railway electrification was a prime example of enterprise making the balance of decision-making lying towards caution, he told his London audience. Europe had better electrified railways, not because they had more money to spend, but because of decisive enterprise and utilization of modern technology.

In Britain any electrification scheme has had 10 to 20 years during which there were aborting of schemes and re-evaluation, all at enormous cost.

Mr Campbell doubted whether there was so much difference in the private sector. He added: "Possibly too much of our industry, public and private, is in the hands of passive professions, the financial analysts who have pulled back so hard that all forward movement has ceased."

All non-technical managers engaged in industry with a high technological content should take courses in technical appreciation, he suggested.

Oil base up for sale

The base was opened in 1974 by Olsen and 25m was invested in developing the 43-acre site leased from the Lerwick Harbour Trust. The base rapidly became the showpiece of Shetland's effort as a supplier to the offshore oil industry. Material for two major pipelines from the offshore fields was supplied through Norcort. Twenty-three other companies lease space on the site.

Hedderwick men move

The Stock Exchange yesterday gave permission for 11 senior members of the crashed stockbroker Hedderwick Stirling Grumbar to join other stockbroking firms. Council clearance is always needed when a member of a defuncting firm wish to change jobs.

The brokers first asked council permission a month ago, but a decision was delayed because it was felt that Mr Martin Fidler, the Stock Exchange Assignee, was not sufficiently advanced with the liquidation of Hedderwick.

He has already said he is confident of paying creditors.

BL supplier in receivers' hands

One of British Leyland's main nuts and bolts suppliers, Charles Richards Fasteners of Darlington, was yesterday placed in the hands of receivers.

Mr Roy Adkins, joint receiver with Mr Geoffrey Harrison of accountants Thornton Baker, said the directors had been unable to raise the necessary finance to reorganize the group into a smaller specialist unit. They will carry out the 150 planned redundancies, leaving 225 staff, and then put the group up for sale as a going concern. Ten years ago the group employed more than 1,000 people.

Rolls directors lose jobs

Three directors have lost their jobs at the Rolls-Royce Motors diesel engine factory at Shrewsbury in a management shake-up announced yesterday.

In what is described as a streamlining and restructuring operation at the Shrewsbury works—taken over by Vickers last year—the management boards of the diesel engine, military engine and international divisions are being integrated into a single international board responsible for all operations based at Shrewsbury.

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Gatt adjourns dispute debate

The council of the General Agreement on Tariffs and Trade yesterday adjourned the debate on long-standing trade disputes between the United States and the European Community after the two tabled a joint draft paper that offered to settle them but apparently was too complicated for most delegates to understand.

| CUMMINS ENGINE COMPANY LIMITED | | | |
|---|--------------------------------|---------------------------------|--|
| INTERIM STATEMENT | | | |
| The unaudited sales and net profit of the Company for the six months ended 5th July 1981, as compared with the sales and net loss for the six months ended 29th June 1980, are as follows: | | | |
| | Six Months Ended 5th July 1981 | Six Months Ended 29th June 1980 | |
| Sales | \$86,685,000 | \$72,548,000 | |
| Net Profit/(Loss) | \$12,722,000 | \$7,747,000 | |
| Note: | | | |
| No provision for taxation has been recorded against the net profit for the six months ended 5th July 1981, because of the availability of tax allowances and loss carryforwards from prior years. A taxation credit was not recorded on the loss for the six months ended 29th June 1980. | | | |
| Registered Office and U.K. Marketing Headquarters: 46/50 Coombe Road, New Malden, Surrey | | | |

BY THE FINANCIAL EDITOR

Caution due in the midst of euphoria

The equity market has regained its poise after the extreme nervousness of recent weeks. Good news was desperately needed by dealers as well as rising volume.

Both have appeared in the past two days. The Longbridge vote against a BL strike brought out buyers in some force, using clearing bank money borrowed on the back of Cable and Wireless returned cheques due to be posted tomorrow. The strength of Wall Street, boosted by cuts in US prime rates, has also helped boost confidence. Primes now look as if they could reach 15 per cent by Christmas, compared with 21.5 per cent in September. Should sterling retain its present strength, then the trend in the US towards lower rates could well be reflected in the UK.

Some caution is in order, however. There is a call on the new BP shares due in a fortnight which should squeeze liquidity while the miners loom over the horizon.

On the surface, Trident's £17m purchase of Playboy's UK interest is good business. The casinos and 80 betting shops brought in profits of £16m last year. But it is a fair bet that the three London casinos, at the Playboy Club, the Victoria and the Clermont, brought in most of the profit. And there is no guarantee that Trident will be allowed to retain the licences after appeal.

For over the past two or three years, the powers that be have evinced a certain distaste for the smell of corruption which has overtaken the UK gambling industry, no matter who controls the licences.

Failure to take on the casino licences lost by Playboy would leave Trident shareholders with much less earnings potential from betting shops, two provincial casinos and two shared with Mecca, all faced with declining customer demand as the reduction in real wages begins to bite. Against this, those who frequent betting shops and casinos in a recession may be beyond the pale of rational economic decisions.

Meanwhile, the purchase continues Trident's rather odd diversification programme. Windsor, Safari Park and Scarborough Zoo have proved disappointing investments. Indeed, it was only four months ago that Trident said it would not become further involved in the British entertainment field. What then are casinos? Outlets for corporate masochism?

Reed International

Magazines boost profits

The first-half figures from Reed International are on the whole rather better than expected, although the position is slightly clouded by rationalization costs. For the six months to October the group lifted its pretax profits by £11m to £38m, and they would have been £6.5m higher but for a series of reorganization measures at different parts of the group, principally in the United Kingdom. The trading profits in fact were up by about 50 per cent at £44.7m but higher interest charges, especially in the second quarter amounting to £3.9m against £2.8m in the first, also ate into the pretax figures. In fact the group's indebtedness was virtually unchanged over the period when set against the last half of the previous year and it was a rise in interest rates particularly in the United States which affected the calculations.

But straightforward comparisons are difficult since the results of the UK operations last year were adversely affected by industrial action by printworkers and journalists, and losses in some paper-making and wallcoverings mills which have subsequently been closed. This time the largest single contributor to the increase in first-half profits was the IPC magazine business. Profits from the Mirror Group have dropped by about £5m to around the break-even level thanks to the cost of the bingo promotion and, more seriously, the higher newspaper prices following sterling's decline against the dollar. But a cover price increase on top of the circulation gains should mean the Mirror Group will make a profit for the full year.

Elsewhere the picture is fairly mixed. The building products activities, geared principally to the refurbishment market and also export orientated, did well. But

the Odhams printing operation continues to be a problem and trading losses are estimated to reach around £5m for the year to next March.

The really encouraging results have come from the publishing businesses in the United States and the Quebec newspaper mill, and translating these earnings into sterling has been helped by the exchange rate movements. The shares, up 6p at 240p, have a historic yield of 7.7 per cent which perhaps does not fully recognize the resilience of the group.

TKM Prey for a bid

Having fallen way below target in 1980, Tozer, Kemsley & Millbourn has disappointed again in the first half of this year. While the rumours of an imminent takeover have increased and the shares have risen on the back of some extraordinarily active trading, profits have dwindled further. In the six months to June 30 the pretax figures have fallen from £65,000, the dividend has been cut from 2.3p gross to 0.4p and — although it is still largely guesswork at this stage — full-year profits look almost certain to fall short of 1980's £5.5m, which in turn was down from £16m the previous year. The latest results are even more remarkable for the paucity of detail given. However, TKM does reveal that the group's subsidiary companies made an operating loss of £2.2m and it was only a slightly improved contribution of £2.3m from the associate companies, which TKM does not of course control, which enabled the group to show a small profit before tax.

The operating loss from the subsidiaries seems to hide a sizable loss from the three main problems — the Canadian subsidiary McKee, the food operations and Wadham Stringer — which has been partly offset by profits from the traditional activities such as trade finance and forecast products.

TKM is confident that the merger of McKee with another Canadian agricultural equipment maker, leaving TKM with a 25 per cent stake, will solve that problem and the joint venture on foods with Imperial Group which took effect in April has wiped out losses for the foods side. Wadham Stringer, meanwhile is moving in the right direction, although the commercial vehicle side still remains tough.

So TKM seems to be finally sorting out its most intractable problems. However, hopes of a takeover seems to be the only explanation for the strength of the shares which rose another 2p to 70p yesterday, having been as low as 50p soon after TKM last reported in April. Lorch has been widely tipped as likely bidder and TKM has a number of operations which might appeal to it, although Lorch might be reluctant to take aboard all TKM's problems. Arab interests have also been rumoured and last month Mass Development of Bahrain emerged with a 5.17 per cent stake. The other major stake of course is the 10 per cent holding of the chairman, Mr Kenneth Thorogood much of which was bought in May at 56p.

British exporters with a taste for the exotic will soon be able to finance their sales in yen covered by the Export Credits Guarantee Department. In seeking permission to give such guarantees, ECGD is quietly responding to the CBI and those companies which have complained about the apparently favourable rates allowed to Japan under the recently reached consensus.

ECGD has covered sales in all kinds of major and minor currencies, so there is no good reason why yen should be excluded. The lure of interest rates up to 2 per cent lower than those applicable to other leading currencies is obviously strong.

But there are problems. The first is the exchange risk. Both British exporters seeking suppliers' credits, and foreign customers seeking buyers' credits, will have to calculate the trade-off between interest rates and the possible appreciation of the yen backed by a powerful balance of payments.

The second disadvantage is simply who would want yen credits.

Britain's domestic appliance makers have been dogged by problems since the recession set off a slide in sales 18 months ago.

The recent surgery at Hoover, which is shortly to close its factory at Perivale, London, and cut back the workforce at other plants, tackles one of them, overmanning. The new cut-backs will reduce the workforce by 25 per cent. Thorn, too, has cut back, reducing an 8,000 workforce by 22 per cent since the beginning of last year.

Some other appliance makers did the same thing, but earlier. Electrolux UK (part of Sweden's Electrolux AB), whose main plant is at Luton, Bedfordshire, had a workforce of 5,000 and a turnover of £20m in the late sixties. Now its 2,800 workers generate £100m.

Another key problem is import penetration. Britain has been flooded by low-priced foreign appliances, likely which turned to automation early on, is the main culprit.

Overseas competitors are faster to exploit new product sectors. With some goods (such as automatic washing machines and fridge freezers) imports now account for about half all sales in Britain. The industry's leaders are gloomy. Mr Keith Miller, chairman and managing director of Thorn Domestic Appliances (Electrical), whose names include the Kenwood, Tricity and Moffat labels, describes the situation in the home market as a war of attrition. "Thank goodness that the export market has responded since sterling lost value against some currencies," he says.

Those views are echoed throughout the industry. "It is a disastrous situation," says Mr John Redman, chief executive of Electrolux UK. "We are getting reasonable volume turnover but not generating the profit to invest in the future."

Mr John Wilmott, chairman and managing director of TI Creds (part of the TI group), wonders how the present level of a disastrous situation can be maintained with consumer purchasing power falling all the time.

Even importers, whom British manufacturers would claim are taking much more than their fair share of the market, are surprisingly pessimistic.

"The market is at rock bottom and as disastrous as it could possibly be at the moment," according to Mr Keith Burgess, managing director of Candy Domestic Appliances, the United Kingdom sales arm of Italy's leading manufacturing group. "Prices are considerably lower than they were at this time last year. On top of that there are the five ways on offer and the new five-year guarantees — which all cost the manufacturers money."

Candy has just completed a survey which compares the prices of appliances on offer in the British market and this suggests, according to Mr Burgess, that British makers are getting on average an 18 per cent return when 22.5 per cent is needed to break even.

This year has seen sales in some sections of the domestic appliance industry plummet. Tumble drier sales plunged by at least 40 per cent in the first nine months of the year.

Freezers are thought to be down in the same period from 570,000 to 430,000 — though the absence of import statistics because of the civil servants' dispute have probably slipped 6 per cent or so makes it impossible to be precise. Electric cookers from 640,000 units to about 600,000.

The only main appliance sector to buck the trend has been microwave cookers, sales of which have been recovering after the health scares of the late seventies. Sales are likely to be nearly 60 per cent higher this year, compared with last, at about

200,000 units. Manufacturers in Japan and the United States dominate the market, with Thorn the sole UK manufacturer. Thorn is now buying know-how from Japan's Sharp organization to try to increase its penetration of the microwave market.

Against this background British white goods manufacturers are asking themselves whether they can ride out another year of poor, or even worsening, sales.

Sales, without losing too much production capacity and too many highly skilled men. — If there is an upturn in sales, will it simply be snatched away by the importers?

So far the British manufacturers have been coping with the slump in sales by keeping their workforces on short time. Three or four-day working has been common.

Hoover, although deeply in the red, is spending £1m in its present advertising campaign and much more than that has been swallowed in support to dealers for the Hoover "try anything trade-ins" scheme. Traders have been giving £20 for a clothes peg handed over the counter.

However, since last September the company has effectively been working only three weeks out of four. Only one or two companies have managed to avoid short time. Philips, the Dutch electronics and electrical group has kept its appliances factory at Halifax, Yorkshire, working full-time by means of £1m of promotional spending, which it claims has given it an increased share of several million units.

The Bognor-based LEC Refrigeration, which claims nearly 20 per cent of the British market for refrigeration goods, has achieved the same result with its 1,600 workers by cutting prices.

It remains to see how far

Industry in crisis

Hoover's decision to close its Perivale factory shows how tough life has become for manufacturers of domestic appliances. In the third of our series on key industries under pressure

Derek Harris explains how susceptible this market has become to low-cost imports

No respite for the domestic appliance makers



Refrigerators and cookers stacked outside a London store this summer: imports have captured a large share of the British market.

Performance in the seven main domestic appliances*

| | 12 months | Dec 1975 | Dec 1976 | Dec 1977 | Dec 1978 | Dec 1979 | Dec 1980 | Dec to 1980 |
|--|-----------|----------|----------|----------|----------|----------|----------|-------------|
| UK home market of which: | | | | | | | | |
| UK made | | 414 | 412 | 409 | 426 | 459 | 437 | |
| Imports | | 293 | 297 | 274 | 304 | 308 | 297 | |
| Imports as % of home market | | 121 | 115 | 135 | 122 | 151 | 140 | |
| UK manufacturers' deliveries of which: | | | | | | | | |
| to UK market | | 348 | 386 | 347 | 378 | 368 | 350 | |
| Imports as % of UK deliveries | | 293 | 297 | 274 | 304 | 308 | 297 | |
| Imports as % of home market | | 55 | 69 | 73 | 74 | 60 | 53 | |
| Imports as % of deliveries | | 29.2 | 27.9 | 33.0 | 28.6 | 32.9 | 32.0 | |
| Imports as % of sales | | 15.8 | 18.9 | 21.0 | 19.6 | 16.3 | 15.1 | |

* Sources: Customs & Excise for imports and refrigeration exports; otherwise, Association of Manufacturers of Domestic Electrical Appliances. The 7 appliances are: automatic washing machines, tumble driers, one-door refrigerators, fridge-freezers, cookers, ovens and vacuum cleaners.

the Hoovers' closure will result in a net reduction of capacity. Vacuum cleaners, hitherto split between Perivale and Cambuslang in Scotland, will be moved entirely to the Scottish plant. The cleaners' are the market most recently hit by cheap imports from Eastern Europe and these are now undergoing an EEC anti-dumping investigation. There are recurrent fears in the trade that one or more household names among the manufacturers might disappear if sales worsen.

Most people in the industry believe that at present spare capacity in the British industry amounts to about 20 per cent. This takes account of a fall in the workforce over the past 18 months from about 63,000 to 53,000.

Mr Miller says that Thorn, like other manufacturers, has striven to improve productivity. "We do believe we are in a fitter state than at any time to take advantage of an upturn and be competitive in world prices."

Factories had been redesigned and costs reduced — partly by investment in better plant and partly by reductions in the workforce. An improvement in export orders led Thorn recently to recruit 50 more workers at its main Havant factory. The company, which in the past has sent up to a fifth of its production abroad, suffered heavy losses when sterling rose in value.

"Our North American business just died and so did that in Australia," Mr Miller says. "Now exports are improving in these markets. In South Africa and in the Irish Republic."

"In every way we are in a position to meet whatever upturn comes along. But we do not see anything spectacular there unless there is a radical change in Mrs Thatcher's policies."

One of the criticisms of the British industry is that it has been slow to respond to market changes — too often allowing imports to make the running. There is, for example, no manufacturers of dish washers in Britain.

Thorn, like other British manufacturers, imports dish washers made abroad by foreign manufacturers in order to include them in its range, although a multinational like Philips imports from its own production plants elsewhere.

Some early warnings of changing trends have been heeded. The National Economic Development Office on domestic electrical appliances suggested in 1979 that there was an urgent need to make the fullest use of micro-electronic technology, particularly in the home laundry sector. This year has at last seen a widening range of British washing machines with such controls.

In the largely replacement market of washing machines manufacturers need to develop new features to persuade consumers to change to the latest models or to exploit new product ranges that expand the market.

With electronic controls, the British makers are now in the game more fully. But more advanced products are not necessarily the only answer. Erosion of consumer spending power, along with the rising running costs of automatic washers, might induce consumers to turn in greater numbers to revamped twin-tub washers of an earlier generation. The water in a twin-tub can be used several times over at the housewife's discretion.

Although sales and profits have been badly hit over the last 18 months, most companies are already committed to considerable development spending.

Electrolux has kept to its investment plans, with £10m spent this year. "If we don't pay up now, we shall not be ready for the upturn," Mr Redman says.

One of the keys to the success of LEC, (which in September announced a rise in interim profits of 25 per cent) has been determination to keep up in the technology race, according to Mr Don Durrant, its finance director. It uses automation in its paint plant and makes

most of its own components. LEC suffered during the first onslaught of keenly-priced Italian products in the early seventies, but Mr Durrant no longer sees that as a big worry.

The price gap has narrowed, with the Italians having to put up prices because of increased labour costs and an Italian inflation rate of 20 per cent or more. Indesit has been having financial troubles.

Imports from Italy, crucial in the washer and fridge freezer markets, showed a decline in 1980. Italian export figures show that deliveries to Britain were down by 40 per cent in fridge freezers, 27 per cent in one-door refrigerators and 5.5 per cent in automatic washers.

But nobody is underestimating the Italian threat and a new surge in imports could be on the way. Zanussi has sharpened its sales campaign in Britain and Indesit is back in the market. Candy says that its sales are running at last year's levels.

Zanussi has increased the sales of machines under its own label in the United Kingdom this year compared with last. Its overall imports into Britain are still lower than when the Hotpoint contract was running but there is no longer a substantial gap, according to Mr Francis Huggins, Zanussi's marketing manager in the UK.

There is another development. Some smaller Italian makers — among them Ardo Meloni, Zerowatt and San Giorgio — are shipping goods direct into the UK market. This cuts out British-based sales and servicing organizations, like those of the big Italian makers, and the prices are consequently keener.

The Italians moreover still have lower manufacturing levels than those in Britain and unit costs can be lower because of capacity use.

British manufacturers will have to move further along this route. One of the criticisms voiced by trade unionists in the British appliance industry is that there has been a failure to organize capacity adequately in order to achieve long production runs, which would minimize unit costs. Trade unionists have also not been happy about worker-management relationships.

Another source of discontent has been the extent to which British makers have imported goods in order to complete their product ranges. It is estimated that about 15 per cent of United Kingdom makers' sales involve products from abroad.

Hotpoint's decision to drop its Zanussi contract is a step in the right direction. The longer the recession goes on the leaner will Britain's appliance makers become. There are already signs of increasing fitness with real gains in productivity. It is crucial that productivity improves.

Yet there is the inescapable threat that flagging sales over a long period could force first more redundancies and then a dangerous pruning of production capacity in what is still a key British industry.

Tomorrow: machine tools

Bank Base Rates

| | |
|---------------------|---------|
| ABN Bank | 15 1/2% |
| Barclays | 15 1/2% |
| BCCI | 15 1/2% |
| Consolidated Crdts | 15 1/2% |
| C. Hoare & Co | 15 1/2% |
| Lloyds Bank | 15 1/2% |
| Midland Bank | 15 1/2% |
| Nat Westminster | 15 1/2% |
| TSB | 15 % |
| Williams and Glyn's | 15 1/2% |

* 7 day deposit on sum of £10,000 to £50,000 14% over £50,000 14 1/2%

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3rd November
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Securities valued at middle market prices.

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The Over-the-Counter Market

| 1980/81 | High | Low | Company | Price | Chg | Div | Yld | % | Actual | Yld Fully |
|---------|--------|--------------------|---------|-------|------|------|------|------|--------|-----------|
| 114 | 100 | ARI Hldgs 10% CULS | 110 | — | 10.0 | 9.1 | — | — | — | — |
| 76 | 39 | Airpump Group | 67 | — | 4.7 | 7.0 | 10.6 | 14.7 | — | — |
| 52 | 21 | Armlage & Rhodes | 43 | — | 4.3 | 10.0 | 3.6 | 8.1 | — | — |
| 200 | 82 1/2 | Bardon Hill | 194 | +1 | 9.0 | 5.0 | 9.4 | 11.5 | — | — |
| 104 | 88 | Deborah Services | 98 | +1 | 5.5 | 5.6 | 4.9 | 9.2 | — | — |
| 126 | 88 | Frank Horrell | 119 | +1 | 6.4 | 5.4 | 10.0 | 25.9 | — | — |
| 110 | 39 | Frederick Parker | 60 | — | 1.7 | 2.8 | 26.1 | — | — | — |
| 102 | 93 | IPC | 98 | +2 | 7.3 | 7.4 | 7.0 | 10.7 | — | — |
| 113 | 59 | Jackson Group | 98 | — | 7.0 | 7.1 | 3.1 | 7.0 | — | — |
| 130 | 105 | James Burrough | 110 | — | 8.7 | 7.9 | 8.0 | 10.1 | — | — |
| 334 | 244 | Robert Jenkins | 292 | — | 31.3 | 10.7 | 4.1 | 10.3 | — | — |
| 59 | 50 | Scrummums "A" | 55 | +1 | 5.3 | 5.6 | 8.5 | 7.9 | — | — |
| 224 | 182 | Torday Limited | 182 | — | 15.1 | 8.3 | 7.0 | 12.1 | — | — |
| 23 | 8 | Twinkl Ord | 14 | — | — | — | — | — | — | — |
| 60 | 68 | Twinkl 15% ULS | 77 | — | 15.0 | 19.5 | — | — | — | — |
| 56 | 38 | Unilever Holdings | 34 | — | 2.0 | 6.8 | 6.1 | 10.3 | — | — |
| 103 | 81 | Walker Alexander | 83 | — | 6.4 | 7.7 | 5.5 | 9.7 | — | — |
| 263 | 181 | W. S. Yates | 223 | -2 | 13.1 | 5.9 | 4.2 | 8.6 | — | — |

Ross Davies

Business Diary: D & B's ABC of Britain

John Gallagher's lugubrious face goes with his made, that of terrifying British exporters about the horrors that await the innocent abroad.

"Exporting is not an easy operation," he said in the City yesterday, "and after the years I have spent in it, I sometimes wonder why anybody bothers."

For 30 years Gallagher has been with the international reporting division of the financial and marketing services group Dun & Bradstreet, most recently as manager of the overseas information service.

Fraud, piracy and foul-ups due to anything from unreliable buyers to tiny errors in documentation, all await the unwary, Gallagher says.

The main problem country is Nigeria, Gallagher said, although nobody need lose their money there if they do their homework — like, wait for it, subscribing to Gallagher's new Dun's International Market Service.

This information service gives each country a credit risk indicator going from 1 ("good") to 4 ("poor"), and allots marks for political stability (A for "stable") to D for "unstable" as well as for economic trend — in which case A stands for "progressive" going downhill to D for "declining".



How to rate Thatcher Britain: Dun & Bradstreet's John Gallagher in London yesterday.

Bearing in mind that the chairman of Dun & Bradstreet is Geoffrey Rippon, one of the Prime Minister's most vocal Tory critics, I asked Gallagher how he would rate Britain, since Mrs Thatcher came in. Gallagher, looking gloomy as ever, said that D & B had not done this check on the United Kingdom, but then said that on political stability he would still give us an A, since "I can't see an uprising coming within the foreseeable future".

Birthday boy

Sir Christopher Leaver, who made his bow as Lord Mayor-elect of the City of London on his forty-fourth birthday yesterday, is in his way a bit of an innovator.

He is to make a river procession a feature of his procession on Saturday week when he will sail from Chelsea where he lives to Swan Lane Stairs in the City.

However, like many innovations, this particular one has a long history. What will strike Londoners as a novelty on the day used to be a regular thing until the middle of the last century.

Sir Christopher, managing director of City wine merchants Russell & McIver, has chosen Transport — and in particular the neglect of the Thames — as the theme of his year of office.

Sir Christopher who both lives and works near the river wants a "bus service" on the Thames between the City and Paines, as far upstream as Barnes.

Ever that, however, is not as novel as it sounds, as was pointed out yesterday by Mrs Edwina Coven, who is chairman of the show's organizers, the Lord Mayor and Sheriff's Committee.



Pride and prejudice in the City: Sir Christopher Leaver, the Lord Mayor-elect of the City of London introduces his four-year-old daughter Tara to Prejudice (right) and Pride, two of the six Shire horses which will pull his coach on procession day a week on Saturday.

which her late father, the shipping and airline magnate Sir Samuel Instone, called for the same thing.

The presence of Mrs Coven set me wondering whether the 65th Lord Mayor perhaps might transport the City Corporation into the twentieth century. Mrs Coven, it will be remembered, was elected an alderman by Dowgate ward but under the corporation's two-tier system was then rejected by the Court of Aldermen. She is now working for

electoral reform, and argues that the two-tier system should be abolished and the franchise widened to include limited companies and people who work in the City rather than just property owners and residents as at present. Sir Christopher, however, told me yesterday that there would be no electoral fireworks in his year. He said: "The last thing I want to do in a traditional office which has survived 800 years by evolutionary change is to make any revolutionary change."

Confederation of British Industry conference: Final day at Eastbourne

Cabinet urged to take risks for recovery

Opening a debate on the economy at the Confederation of British Industry's fifth national conference in Eastbourne, Mr. Ronald Utiger, chairman of the CBI, said the British economy could not go on the way it was and some risks had to be taken in the search for improvement.

Certain risks were necessary to try to break the vicious circle of the past two years. He proposed promoting a soundly based economic recovery during a debate on "Recovery: what policy priorities?"

The essential elements sought by the CBI were action to lower the costs of industry, to reduce energy and raw materials costs, and to encourage investment in the public sector.

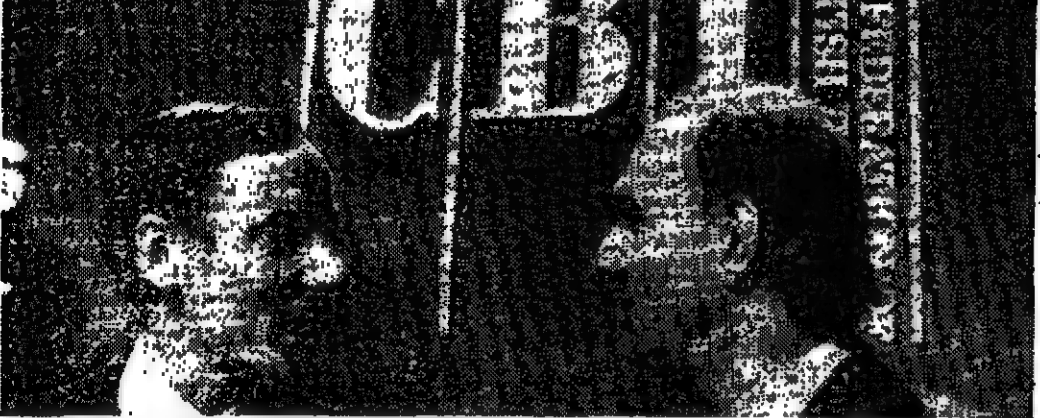
Mr. Utiger defined what he believed was common ground among CBI members. They wanted a gradual and soundly based recovery, not a "run-away boom and bust situation".

It was industrial efficiency and productivity that had to lay the groundwork for that. There could be no sensible recovery unless it was based on lower pay settlements. There should be a lower level of Government current expenditure.

But what was going to promote the recovery? It was not going to be retail consumption or industrial investment. It was going to be Government spending and monetary aggregates to bring down interest rates. For reasons outside the Government's control, it had not been able to do that. It was clear something more was required.

The main areas put forward by the CBI involved action to lower the costs of industry. National insurance charges, energy costs and rates were the three major burdens where industry was seeking relief.

"We would like to see some selective profitable investment in the public sector where it can be justified by rigid criteria."



Sir Adrian Cadbury (left) congratulates Sir Campbell Fraser on his closing speech

Closing address

'Keep up with Japanese Joneses'

There was every indication that Britain's industrial managers were full of vigour, Sir Campbell Fraser, Deputy President of the CBI, said in his closing address. "Whether or not businesses are leaner, fitter and faster, the managers certainly are."

Britain had blunted its competitive edge to an horrendous extent in recent years — by nearly 40 per cent since 1975 — and it had to be sharpened up. "If 55 million of us want to live and work in these islands in anything like comfort, we have got to get ourselves into a rhythm of improvement that allows us not just to keep up with the Japanese Joneses, but to be Jones himself."

The CBI expected the Government to run a trade

policy which dealt toughly with countries which competed unfairly and gave Britain a balance of helpful opportunity in its commercial relations. It was not intended to provide a geriatric ward for those unable or unwilling to compete.

The Confederation agreed with Government's overall objectives — although sometimes wishing that it would find less painful ways of reaching them — and they knew that the Government was realistic. Even so, he had never believed that everything should be left to governments, Sir Campbell said.

Once Britain had become a member of EEC, companies had changed slowly to meet their new opportunities. "The idea that we can reverse that

process overnight is barmy. No, it is worse than barmy, it is dangerous in the extreme."

It was dangerous because the bulk of British trade had switched from Empire to Europe. Alternative trading arrangements providing Britain with access to 214 million customers were not there for the taking.

It was dangerous because an estimated 2.5 million jobs in Britain depended on trade with the EEC. It was dangerous because the anti-EEC lobby "the building in case of false premises which, unless they are shot down, will perpetuate another myth for public consumption".

Sir Campbell said that sometimes the idea was getting round that managers and not just the idiot fringe, thought that unemployment had its role in keeping people in their places. They were said to be more concerned about profit and less than about the state of society as a whole.

The CBI, Sir Campbell went on, was not in favour of people being out of work. Besides being socially unacceptable, it was a total waste of valuable assets and resources. Equally, it was not the government's responsibility alone to cope with unemployment.

A sense of fun was one of the least understood of business virtues and he would also like to see the nation again "punch its weight", showing a bit of "gutsiness".

During the conference the CBI had made it clear that it would not stand idly by while unemployment went on rising and that they would not waste the nation's rich resources of oil, coal and gas, of creativity and people's skill. They would not let the manufacturing base slip through their fingers either through unfair competition or their own shortcomings.

"We are not going to let Britain go by default, not if all of us here can help."

where, Mr. Norman Record, of C and J Clark, claimed. If there was no attempt to reflate the economy, the consensus of most forecasting bodies was that the increase in national output next year would be only 1 per cent. This did not measure up to the degree of spare capacity in the economy.

Moderate reflation was a recipe for a moderate recession so what was needed was a large reflation.

Now was the time for the Government to reflate by £5,000m to bring about a large recovery in output. Mr. James Clemons, of Reckitt and Colman, said competitiveness was needed. The situation had changed at the beginning of the year, the estimate was that British business was 10 per cent uncompetitive by comparison with others, partly due to the exchange rate and partly to the exchange rate and partly to the exchange rate.

Mr. D. R. Burridge, of the South of Scotland Electricity Board, said the nationalized industries had been seeking more flexible financing arrangements from the treasury, but with almost a nil result.

Winding up, Sir Adrian Cadbury, chairman of Cadbury Schweppes, said the CBI proposals were designed to increase demand and investment. The aim must be to bring down the rate of inflation and maintain a competitive industrial base.

The proposal for cutting the National Insurance surcharge would make an impact on the competitive position and give confidence to invest.

The reduction would combine a cut in business costs with a boost to demand and, given the state of the economy, the boost would go to output and investment and not to pay and prices.

There was an argument that the CBI should not press its proposals out of loyalty to the Government. But that argument was misconceived. The CBI's task was to represent the views of industry as a whole, not just company directors.

Sir Adrian said: "If we fail to put industry's viewpoint squarely, we fail the Government's decision-making process, just as surely as we fail our own members."

It would mean that we had made not just an industrial judgement but a political one, a field in which we have neither competence nor a mandate."



Utiger yesterday: Treasury argument 'Simplistic'

Resolutions approved

The following resolutions were adopted by the Confederation of British Industry's fifth national conference at Eastbourne:

□ Advocating a radical new approach to unemployment and calling on government to take a first step to formulate a national plan better to prepare school leavers for work and to reduce the male retirement age.

□ Exhorting large companies, financial institutions and the CBI to help the growth of employee ownership as one way of reducing the "us and them" syndrome in British industry.

□ Recognizing the common interest of employers and employees, calling on the CBI to establish immediately an unemployment action group with the authority to invite members of the TUC to join them in formulating proposals to minimize unemployment and its cost while at the same time encouraging competitiveness, efficiency and the creation of national assets.

□ Recognizing the need for greater CBI involvement and understanding of the national education structure and affirming its support for

Understanding British industry and methods of improving collaboration between business and education.

□ Affirming the need for an open trade system and rejecting calls for managed trade and protectionism.

□ Suggesting that the Prime Minister should make it clear to all government departments and agencies local as well as national, that the Government wishes the highest priority to be given to helping British business to compete, and that Opposition parties should endorse such a statement, making clear that this sense of national priority and long-term commitment was not a party political matter.

□ Supporting the efforts of the CBI to modernize the rating system of this country.

□ Believing that business has a vital role in getting the economy moving again, but that the Government should help by cutting business costs, even if there was a temporary increase in the PSBR, giving a modest net boost to demand without redefining inflation.

Mixed economy

Energy pricing used against industry

In bringing about industrial recovery, Britain not only had to have the will to win. Mr. E. Swainson, of IMI said when he opened a debate on The Mixed Economy — What Balance?

Those in charge of the economy had to define priorities and policies. They could not allow a single feature of business to dominate the others. They had to create a balance.

The major question was whether management of the overall industrial economy was parallel to the management of individual businesses.

"We have a unique position of having an abundance of resources. It is impossible for me to believe that if this favourable position was France or Japan the governments of those countries would not contrive some way in which that abundance of energy was used in favour of manufacturing industry rather than against it."

The wanted Industry Ministers dedicated to the well-being of industry and not prepared to use it as an arena for economic and political experiment. Secondly, he wanted Energy Ministers who thought for themselves about the price of energy and did not expect Opec to do their thinking for them. Thirdly, he wanted Prime Ministers who listened, preferably to the CBI, but at least to someone.

Mr. L. P. Altman of the Motor Agents Association said changes were needed to make the mixed economy work better. It was urgently necessary to change the framework to meet the world without hindering the attack on inflation. "In

Britain we must create and maintain mutual understanding to allow realistic policies to be implemented and sustained through government to government even if they are not universally agreed. We desperately need the conditions for long-term decisions."

Sir Peter Parker, chairman of British Rail, said people in the public sector knew the public sector was a drain on the economy in pay, pricing and performance.

"The public sector knew it had its share of the plague of overmanning and inevitable involvement of the Government in a modern economy."

"I have had five Secretaries of State in five years. I have loved everyone of them," he said, to laughter. "But there is a mobility of policy which makes life pretty difficult."

There was a need for policies for the longer haul and a clear partnership with the private sector. That partnership could be fruitful. The public sector was not just a problem. It was an opportunity.

The mixed economy was the best bet for democracy in a troubled modernized industrial society.

Mr. John Harvey Jones of ICI said his company had made great sacrifices during the past year to try to improve its international competitiveness. Large numbers of people had had to leave the company and that gave him no satisfaction.

He said that not only had members of the ICI board had no pay rise this year, they had all volunteered to put some of their salaries back into the kitty.

UK business

Competitiveness the key

Britain had to solve three problems as a trading nation to stop it becoming the world's first living museum. Mr. Edward Nixon of IBM, said when opening a debate on "Business: we can make it". The three problems were productivity, still too low, industrial relations, still needing to be improved, and slowness to invest in new technologies.

Those factors meant that British industry was not sufficiently competitive, at home or abroad. To become more competitive, they needed to invest in the so-called "sunrise" industries.

"Are we going to end up as a living museum with all our national strengths? The answer must be no. But it will not be easy."

"We certainly cannot afford to keep playing cricket while the rest of the world practises karate."

Mr. John Vernon, of Ash and Lacy Limited, said there should be secret ballots before employees were called out on strike at any time in their own earnings and livelihoods.

Trade union leaders who called them out had completely different interests. They were concerned with politics, power and their own personal prestige whereas employees had a vested interest in companies which provided their livelihoods.

IN BRIEF

Japanese clinch two steel deals

Arab Iron and Steel has awarded a \$207m (£109m) contract to Kobe Steel of Japan to build an iron ore pelleting plant in Bahrain.

The turnkey contract covers a four million tonne a year pelleting plant, a 100 megawatt power station and a 3,000 cubic metres a day desalination plant. Production is scheduled to start in 1984.

And in the Far East, a Japanese consortium led by Nippon Steel is to build a \$250m (£125m) iron plant in Malaysia's Trengganu State on the country's east coast.

The plant at Kemaman is due to be completed around 1984/85 and will produce 600,000 tonnes of sponge iron and steel billets annually.

Move on Minerals

A draft bill to establish a statutory minerals marketing agency will be put to the Zimbabwean Parliament early next year.

Mr. Maurice Nyagumbo, Mines Minister, said in Salisbury that the bill will provide machinery for the government to market all metals and minerals produced in Zimbabwe, but close cooperation with present producing companies will be necessary.

US building rise

The value of United States construction contracts rose slightly in September, but still remained weak.

The month's \$12,900m of new contracts represented a seasonally adjusted annual total of \$142,000m, according to McGraw-Hill Information Systems.

Belgium index up

The adjusted Belgian industrial production index for August rose 4.9 per cent from July but fell 9.6 per cent from August 1980, the National Institute of Statistics reported.

The sharp increase was not unusual because of the low base level. The August index, including construction, rose to 103.8 from 69.5 in July and 114.8 in August 1980.

Housing recovery

New US housing will recover to an estimated 1.4 million units in 1982 from one to 1.1 million units this year, Mr. Dale Riordan of the Federal National Mortgage Association has announced. Housing activity is at the lowest level since the Second World War and "we can expect continued depressed levels of construction of single-family homes for the near future" he added.

S African sales fall

The value of South African mineral output is likely to fall on overall 15 or 20 per cent this year. Sales in the first seven months were down 11.7 per cent in volume and 17 per cent in value. Exports last year came to 13,200m of which \$10,000m was in gold. Minerals exports were two-thirds of all exports.

\$20m loan for Pirelli

Pirelli, the Italian tyre and rubber giant, was granted a \$20m loan by a consortium of banks led by Credito Italiano of London and including Union de Banque Suisse, Hambros and Orion Royal Bank.

The seven-year "multicurrency" loan, whose final contract was signed in London, was given on a variable interest rate based on Libor and came hours after the Bank of Italy established an organ to regulate Italian borrowing abroad, possibly to reduce indebtedness of Italian groups on international markets.

Robots order

A Milton Keynes-based electronics company, Remek Automation, has won a £250,000 export order for robots. The first shipment to the United States is expected to be made early next year.

Energy award

Dr. E. Linhoff, an engineering scientist from ICI's corporate laboratory, received the Royal Society's Esso Kier Award for 1981 yesterday for his design of heat exchange networks used in industry.

Ezra condemns EEC policy on coal industry

From Peter Norman, Brussels, Nov. 3

Sir Derek Ezra, chairman of the National Coal Board, gave a stern warning to countries in the European Economic Community today that they were failing to give enough financial support to their coal industry.

He said at a press conference here that the community's coal policy was going "all the wrong way". The EEC was dangerously dependent on imported oil, but it had decided to cut spending on coal rather than to spend more.

He maintained that additional reserves of coal existed in Britain and other community countries for efficient and economical exploitation. But there was less willingness to invest in new mines because of the recession and the general weakness of the energy market. This was a dangerous development because it confused a temporary recession with longer-term trends.

Sir Derek was speaking at the launch of a new study by the Association of EEC Coal Producers, setting out the shape of a new coal economy for Europe.

The study calls for measures to double EEC coal usage by the end of the century to between 550 and 600 million tonnes while building up EEC production from the present 20 million tonnes to between 250 and 300 million tonnes.

The study suggests financial incentives, supported at

community and national level, to accelerate the replacement of oil by coal, support for investment in the EEC coal industry, coordination of imports of coal from outside the Community with the Community's over-production to prevent any danger to Community production, and increased Community support for research in mining techniques, coal utilisation and conversion from oil to coal.

In specific terms, the study calls for the use of coal for electric power generation to more than double to 330 million tonnes a year by the end of the century from 150 million tonnes at present. The amount of coal for process-heat production should be increased to between 100 and 150 million tonnes from 20 million tonnes, it says.

Sir Derek said he thought the difference in cost between European and imported coal would narrow because to increase their exports producers like the United States would need a vast increase in investment on such parts of the infrastructure as transport.

But the EEC coal industry still needed a massive investment to build up its output as planned towards the end of the century. The Coal Board would be investing between £800m and £900m for the next few years in improving and expanding production, he said, and this would be matched by the rest of the EEC producers together.

£360m joint N Sea oil rig venture

By Clive Cookson, Technology Correspondent

The world's first oil production system designed to operate automatically on the ocean floor is to be installed in the North Sea next year.

Shell and Esso made the first public announcement about their Underwater Manifold Centre project in London yesterday. The UMC, as it is known, will be placed under 490 feet of water in the central Cormorant field, 90 miles north-east of Shetland.

The two companies intend to spend £360m on the venture, which Mr. Jan Memelink, technical director of Shell UK Exploration and Production, called "a revolution in underwater techniques and an extremely important landmark not only in North Sea history but in world oil production."

The basic structure of the UMC has already been built in Holland by Hollandse Constructie Groep of Schiedam. Its tubular steel frame weighs 2,200 tons and is 50 feet high, 172 feet long and 139 feet wide — about half the area of a football pitch.

Next summer the UMC will be towed out to Cormorant, lowered onto the sea bed and pinned in place. Then the first three wells will be drilled through it and the system should be producing its first oil, at about 20,000 barrels a day, by the middle of 1983.

Once the UMC is in place, it should operate for 25 years without human servicing,

although divers will have access to it. The centre will have a Remote Maintenance System, a large robot sent down from a surface ship, to attend to most of the critical valves and components of its electronic control system. Other items can be replaced from a mobile drilling rig.

In addition to acting as a template for up to nine wells drilled directly through it, the UMC will collect oil gas from remotely controlled "satellite wells" and deliver the fluid via undersea pipelines to the existing Cormorant platform five miles away. The centre can also inject water into the field to maintain pressure and increase the amount of oil eventually recovered.

In the long run, the UMC concept should find application in many areas of the North Sea and in other offshore oil and gas fields, for developing areas beyond the reach of existing platforms and, tied to floating production bases, in deeper water where conventional platforms could not reach. The design could be used, with only slight changes, under as much as 4,000 feet of water, according to Mr. Tom Bastiaanse.

However, Shell and Esso say they will want at least a year's successful production experience with their Cormorant centre before they commit themselves to a second one.

Urgent call to revitalize Hongkong industry

From Our Correspondent, Hongkong, Nov. 2

Mr. Ngai Shin-Kit, the president of the Chinese Manufacturers' Association, Sir Murray Maclehoose, the Governor of Hongkong, for "revitalisation of the manufacturing industry as the backbone of Hongkong's economy."

In a personal letter, Mr. Ngai recommended that land in Hongkong should be sold directly by tender to manufacturing firms on an instalment basis, rather than by auction.

"Building covenants should be drawn up to prevent land banking, which means hoarding," he said. "Also, the Government should cord off industrial land from property developers."

He strongly criticized the recent increases of around 18 per cent in civil servant salaries, which, he said, "will

heat wage demands in the private sector and trigger inflation which is disastrous from the real growth of the economy."

He also recommended that preferential bank loan rates should be granted to manufacturers and exporters. "Only a strong manufacturing sector will restore the Hongkong economy to a normal path of growth. It is therefore incorrect to suggest that, by assisting manufacturing, the Government is favouring one sector against others."

Meanwhile, Hongkong steel producers are under heavy pressure from Chinese steel mills which are unprecedentedly competing among themselves for the local market. It is estimated that China is exporting between 30,000 to 40,000 tonnes of steel-roads a month to Hongkong.

Business appointments

Changes at Commercial Union

Mr. C. R. Harris, at present deputy chief general manager, will become chief executive of Commercial Union Assurance Company on April 19, 1982, in place of Mr. Emma. Mr. R. I. Sloan and Mr. J. Linbourn will be his deputies. Mr. B. Arnold, general manager finance, Mr. Kenyon, general manager overseas division, become directors with effect from January 1.

Mrs. Francesca A. Edwards has been named senior assistant director of Morgan Grenfell and Co. Mr. M. J. Meyrick has joined the board. Mr. John Bishop has become financial director of Cragell Group.

Mr. W. R. Harrison becomes group treasurer of Tricentrol from November 16.

Mr. James G. Davis, president of the Chartered Institute of Transport, has been elected chairman of the Inter-

national Maritime Industries Forum.

Mr. John I. Rose, senior vice-president, is to head the corporate banking and specialised industry group of Citibank N.A. in the United Kingdom, based in London.

Mr. Ian H. Phillips is now a non-executive director of WGL.

Lord Brookes of West Bromwich, life president of Guest, Keen and Nettlefolds, has accepted an invitation from the Dubai Government to become a member of the Dubai Aluminium Authority.

Professor Andrew Bain has become a part-time member of the Monopolies and Mergers Commission.

Mr. J. F. Nash has joined the board of Meggit Holdings.

Mr. P. L. Tose, Mr. A. E. Woodward, Mr. R. S. B.

Cassidy, Mr. R. M. Cathery, Mr. P. G. R. Lyon and Mr. E. C. Richardson have become directors of stockbrokers Vickers de Costa.

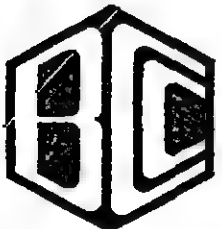
Mr. M. F. Somerset-Leeke, Mr. G. D. Scott and Mr. W. O. J. Smith have been made directors of Winchmore.

Mr. L. C. T. Corneil is the new chairman of Estates Property Investment Company.

Mr. Antonio Mendoza, managing director of Laing SA, the Spanish member of the John Laing construction and civil engineering group, has been made president.

Mr. Michael Beales, and Mr. Robin Cordwell, have joined the board of Laing Properties.

Mr. John E. Brading has been elected president and a director of Occidental Australia.



Base Rate

BANK OF CREDIT AND COMMERCE INTERNATIONAL SOCIETE ANONYME LICENSED DEPOSIT TAKER

announces that from 3rd November 1981 its base rate is changed

from 16% to 15½%

100 Leadenhall Street London EC3A 3AD

Stock Exchange Prices

Rally continues

ACCOUNT DAYS: Dealings Begin, Oct 26. Dealings End, Nov 6. \$ Contrace Day, Nov 9. Settlement Day, Nov 18
\$ Forward bargains are permitted on two previous days

| 1980/81 High Low Stock | | | | 1980/81 High Low Company | | | | 1980/81 High Low Company | | | | 1980/81 High Low Company | | | | 1980/81 High Low Company | | | |
|-----------------------------------|------|-----|------|--------------------------|------|-----|------|--------------------------|------|-----|------|--------------------------|------|-----|------|--------------------------|------|-----|------|
| Price | Chg | Vol | Div | Price | Chg | Vol | Div | Price | Chg | Vol | Div | Price | Chg | Vol | Div | Price | Chg | Vol | Div |
| SHORT FUNDS | | | | | | | | | | | | | | | | | | | |
| 97.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 97.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| COMMERCIAL AND INDUSTRIAL | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| LOCAL AUTHORITIES | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| DOLLAR STOCKS | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| BANKS AND DISCOUNTS | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| BREWERIES AND DISTILLERS | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| STERLING: SPOT AND FORWARD | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| MONEY MARKET RATES | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| OTHER MARKETS | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| DOLLAR SPOT RATES | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| Euro-Deposits | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| Gold | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| RUBBER | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| TEA | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| MISCELLANEOUS | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| RECENT ISSUES | | | | | | | | | | | | | | | | | | | |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |
| 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 | 100.00 | 0.00 | 100 | 0.00 |

FINANCIAL NEWS AND MARKET REPORTS

Bank explains silver losses

Geneva.—In announcing it has had to dip into its reserves to cover losses of about 140m Swiss francs (£41m) incurred by its Geneva branch in silver trading since the Swiss Volkbank had described this as an isolated incident.

The transactions were incurred in the run-up to the 1979 crisis when the bottom dropped out of the silver market.

The Bank's head office in Zurich said it had been compelled to issue its lengthy communique because of growing rumours that the bank was in difficulties and considering a merger. Funds, as in the Septem-

ber 30 balance sheet, were more than 1,100m francs, it added.

The communique said 67m francs this year and 72m in 1980 had been taken from reserves to cover the losses incurred by the Geneva branch in violation of head office instructions and going beyond its competence.

The branch had undertaken large silver market transactions on behalf of clients who had found themselves in difficulties when the market turned and the price crashed.

The communique underlined that no member of the bank staff was regarded as having infringed the law. Appropriate

internal measures had been taken and any repetition of such a happening was excluded. For 1981, however, there would inevitably be a fall in net profits and a reduced dividend.

A statement from the Federal Banking Commission said it had been aware for some time of the silver market losses incurred by the bank and together with the Swiss National Bank, had carried out an extensive examination of the situation. Its conclusion was that shareholders' interests were in no danger and the capital and open reserves remained intact.

£255,000 rights issue at Abwood

Abwood Machine Tools is to raise about £255,000 through an underwritten rights issue of one-for-one at 7.5p.

Mr R. K. Chai, a representative of the principal subscribers, Madison Investments, will be invited to join the board of Abwood in a non-executive capacity.

If sufficient shareholders do not take up the rights, the underwriters may have to raise up to many securities that their holding of the enlarged share capital could exceed 30 per cent.

The takeover Panel's waiver of the requirement for a general offer to be made is being sought.

Provided that the issue of new shares is approved by shareholders, it is understood that this waiver is likely to be forthcoming.

Scotcor falls midway

Although turnover of Scotcor for the half year to September 30 rose from £12.14m to £17.88m, pretax profits fell from £1.01m to £431,000. The interim dividend is held at 3p gross.

The board says that since the summer trade has been stabilised and it is confident that the strong balance sheet, wide spread of activities in the United Kingdom and France, and heavy investment programme in plant and machinery, together provide a strong base for future profitability.

Cable TV placing

Associated Newspapers Group is taking a 15 per cent stake in Greenwich Cable Communications through a 51 per cent, or £600,000, placing on the Unlisted Securities Market. This value the whole company, which now has an experimental Home Office licence for subscriber television, at £1.17m.

Just over 1m shares will be placed at 50p each. Dealings are expected to start on November 11.

Ellis & Goldstein

Pretax profits of garment manufacturer Ellis & Goldstein rose from £487,000 to £511,000 for the half year to July 31. This was achieved on a reduced turnover of £17.9m against £18.8m. The interim dividend has been maintained at 1.24p gross and earnings share have risen from 1.23p to 1.55p.

Ting Hall expands

Ting Hall Securities has acquired for an undisclosed sum the whole of the share capital of Bristol-based Templegate Industrial Securities, licensed dealer in securities and specialist in merger broking.

British Benzol

British Benzol Carbolising reports that applications were received in respect of 4.27m ordinary shares (90.5 per cent) under its rights issue.

UK RESERVES

Figures for the United Kingdom's official reserves issued by the Treasury:

| End of period | £m | £bn | Change in month |
|---------------|--------|--------|-----------------|
| 1980 | | | |
| Nov | 27,617 | 11,572 | -654 |
| Oct | 28,029 | 11,952 | +163 |
| Sept | 27,188 | 11,952 | +163 |
| Aug | 27,476 | 11,487 | +173 |
| July | 28,334 | 11,583 | +918 |
| June | 28,434 | 12,808 | +420 |
| May | 28,212 | 12,808 | +222 |
| April | 28,098 | 13,084 | -145 |
| March | 26,487 | 12,783 | -858 |
| February | 26,487 | 12,783 | -858 |
| January | 26,487 | 12,783 | -858 |
| December | 26,487 | 12,783 | -858 |
| November | 26,487 | 12,783 | -858 |
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Until recently, you couldn't find a cassette deck without it.

Listen to most cassette decks and you would swear there was still a snake in the works. All that tape hiss and noise just isn't good on the ears.

So Sony have eliminated the sound of the serpent by building a cassette deck which features the new Dolby C noise reduction system.

The advantages of Dolby C are twofold. It reduces noise over a wider frequency range and provides 20dB noise reduction.

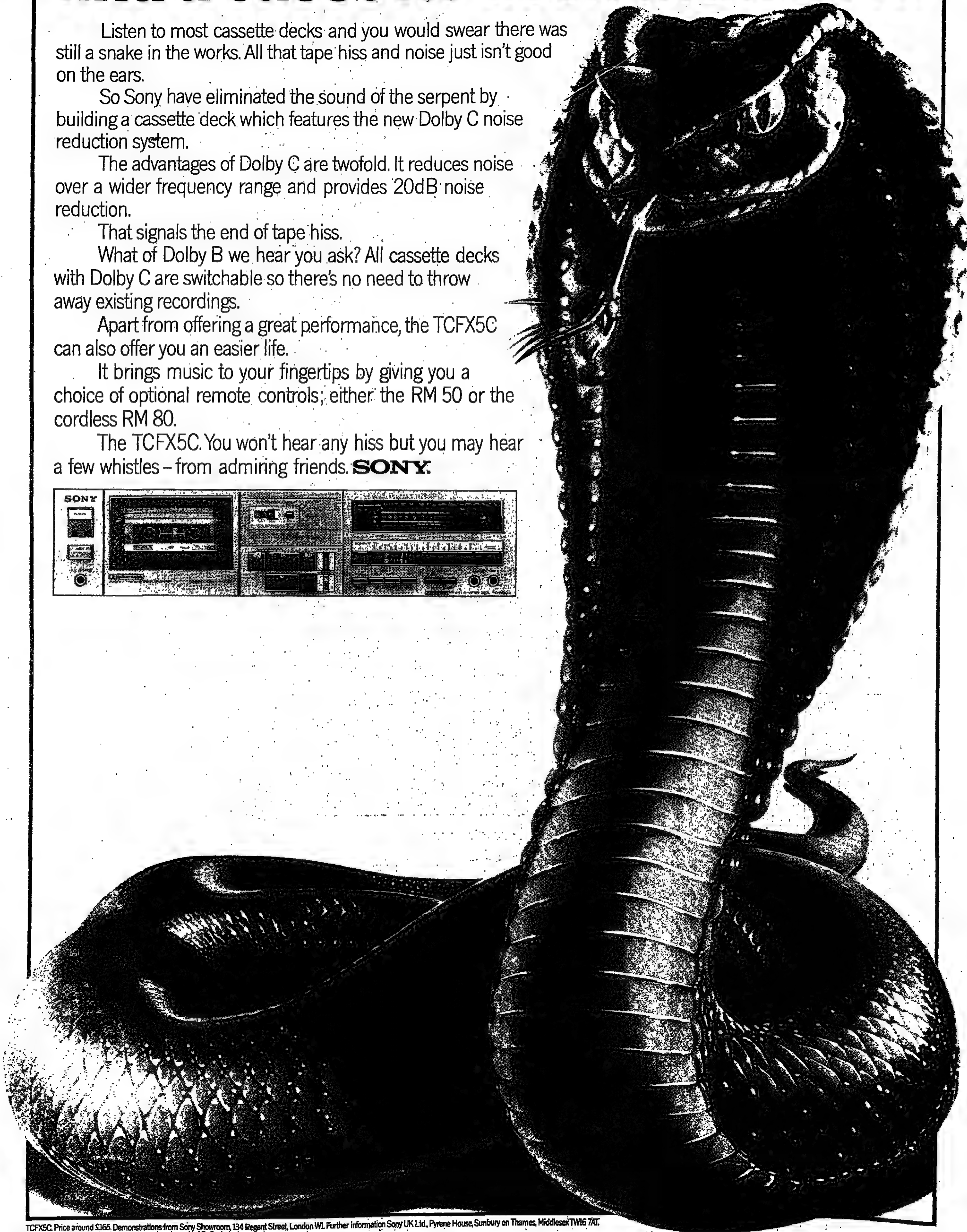
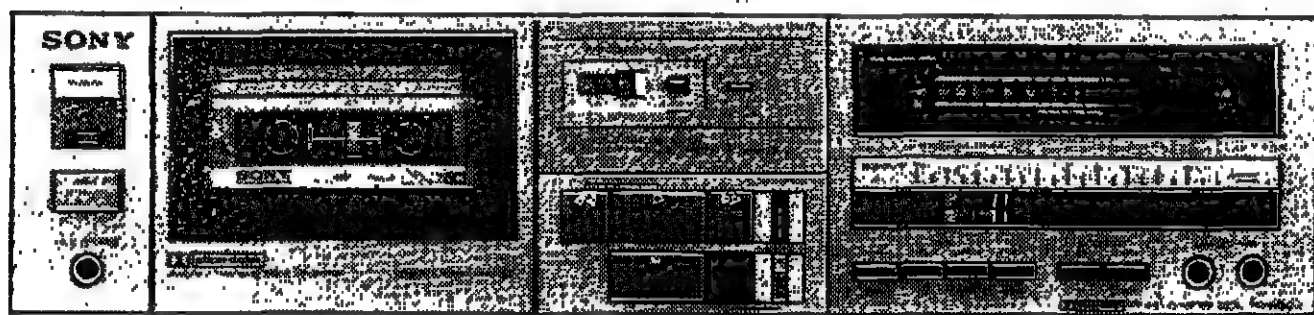
That signals the end of tape hiss.

What of Dolby B we hear you ask? All cassette decks with Dolby C are switchable so there's no need to throw away existing recordings.

Apart from offering a great performance, the TCFX5C can also offer you an easier life.

It brings music to your fingertips by giving you a choice of optional remote controls; either the RM 50 or the cordless RM 80.

The TCFX5C. You won't hear any hiss but you may hear a few whistles - from admiring friends. **SONY.**



TCFX5C. Price around £165. Demonstrations from Sony Showroom, 134 Regent Street, London W1. Further information Sony UK Ltd, Pyrene House, Sunbury on Thames, Middlesex TW16 7AT. Dolby B/C noise reduction is the registered trademark of Dolby Labs Inc.

La creme de la creme

CAN WE SHOULDER YOUR BURDEN?

If you have experienced the overwhelming response to any personal recruitment advertising in the press and the time consuming sorting of the wheat from the chaff then please bear us in mind.

In return for an Agency fee we will sift out the non-starters and try our utmost to provide you with a secretary worthy of that fee and an asset to the boss and the company concerned.

Phone Mrs. Byzanjine
222 5091

NORMA SKEMP

Personnel Services Ltd.
14 BROADWAY, S.W.1.

ANTIQUARIAN BOOKSELLERS ASSOCIATION

EXECUTIVE SECRETARY

To run with part-time assistance the small central London office of the 350-member trade association on behalf of President and honorary officers. Responsibilities include administration of annual Book Fair, production of monthly Newsletter, international correspondence, keeping accounts, advising the public. The appointment will appeal to a person with administrative and secretarial experience. A knowledge of or interest in the book trade would be an advantage. Four-day week. Apply now in writing to: The Secretary, Antiquarian Booksellers Association, 154 Buckingham Palace Road, London SW1W 9TZ.

GOOD OPPORTUNITY
EXPERIENCED SECRETARY
urgently required

by French firm establishing a subsidiary in U.K.

Some years experience in similar position. Accurate shorthand typing. Knowledge in invoicing. Pleasant telephone manner. Be fluent minimum 35. Competitive salary.

Interviews will be held in the nearest Hotel, Knightsbridge, London SW3 1AJ - phone number 581 3211 - Mr. Leclercq.

On Thursday, November 5th from 2 pm to 6 pm, on Friday, November 6th from 9 am to 12 noon.

SECRETARY/P.A. - ADVERTISING
30/45 with clean driving licence

Managing Director of group of Advertising Agencies and allied companies requires competent, energetic Secretary to work closely with him in day to day administration, correspondence etc. Essential attributes: tact, enthusiasm, job dedication, sense of humour, non-clock watching. Added preferred qualifications: advertising experience, working knowledge of German. Pleasant way of life for selected applicant. Please send comprehensive C.V. and note of current salary to:

MANAGING DIRECTOR
BOX NO 1033 G, THE TIMES

German and French Speaking P.A. to £7,000

A Director of a world renowned company with magnificent offices in Knightsbridge needs a P.A. upon whom he can rely to take responsibility for the many international tasks which he likes to delegate. If you initiative, the self-confidence to deal with VIP's, telephone today for details of this excellent opportunity. Free lunch on 1st Nov. 12/00/00 speeds in English.

SENIOR SECRETARIES

173 New Bond Street W1 9PS
01-499 0092 - 01-493 5907

P.A. in Publishing £6,000 - Mid 20s.

If you enjoy responsibility and have the ability to work on your own, this is the ideal job. The Publishing House needs someone to run the office, entertain visitors and answer the telephone. Experience and secretarial skills are all that are required.

Bernadette of Bond St.

Recruitment Consultants
18, (just past) in Fenchurch St. EC3A 3DF

ADVERTISING RESEARCH £5,500

A leading Advertising Agency needs a P.A. to assist the Research Manager. The P.A. will be responsible for the production of research reports and will be required to work on a flexible basis. The P.A. will be required to work on a flexible basis. The P.A. will be required to work on a flexible basis.

Elizabeth Hunt

RECRUITMENT CONSULTANTS
18 Gresham Street London W1
Telephone 01-499 2921

Chairman needs STAR SECRETARY/P.A.

Sense of humour vital. Excellent office overlooking St. James's Park. Rewards to match. In the first instance please write to: Walker Jones Limited, (Ref: L403), 14 Bow Lane, London EC4M 3EL.

IS PARK LAND UP YOUR STREET?

If you have 100/60, telefax and switchboard experience, you can earn between £5,000 and £7,000 by telephoning for details.

URGENT KENSINGTON ESTATE AGENTS

Secretary with experience of word processing required. Essential partner in this small but busy estate agency. £5,000 per annum (negotiable). Full time. Telephone 237 5847 Double Road

SECRETARY PLUS

For small business owner. For small business owner. For small business owner. For small business owner. For small business owner.

An International Organisation dealing with world-wide family planning matters has the following vacancy:

SECRETARY

Salary: £6,602 p.a. to provide a full range of secretarial services to a small team dealing with Middle East and North Africa region bureau. Applicants should have secretarial training to RSA stage III or equivalent, a minimum of four GCSE 'O' levels including English Language and four years' secretarial experience, to include some at senior level. A good working knowledge of French is essential. Fringe benefits include L.V's 25p. Holidays - 4 weeks and 2 days pay in lieu, free private medical scheme, pension fund and flexi-time.

Please send full C.V. to: Miss D. Pett, TFFP, 18-20 Lower Regent Street, London SW1Y 4PW.

INTERNATIONAL PLANNED PARENTHOOD FEDERATION

Recruitment Consultants

PUBLICITY ASSISTANT £7,000

International organisation. Needs good background in copywriting, production of a magazine and liaison with top executives. Needs a good secretarial background.

PUBLIC RELATIONS PA £9,000

For Director of International PR consultancy on top high class accounts. Needs a good background in copywriting, production of a magazine and liaison with top executives. Needs a good secretarial background.

To train in Personal Development and leading advertising agency. Must have good secretarial skills, together with superb personality. This is a most interesting and unusual opportunity.

Phone Jackie Bonfield or Kay Lawrence on 01-493 6456. Fringe benefits include L.V's 25p. Holidays - 4 weeks and 2 days pay in lieu, free private medical scheme, pension fund and flexi-time.

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SECRETARY/PA TO PARTNER

International firm of chartered surveyors requires well educated secretary, aged 25+ for Partner with small but hectic team including junior secretary. In their city office (St Pauls), Calmness, sense of humour and ability to run the office during partner's frequent business trips, are essential.

Attractive salary, profit sharing and fringe benefits.

Please phone JULIE BECHELLI on:

236 1520

(No Agencies)

BUYING ASSISTANT

We require a pleasant adaptable person aged 18-25 to assist one of our Buyers at our Putney Bridge Merchandise Office. A level education and some commercial experience desirable. The person appointed would be closely involved in many aspects of buying and marketing. We offer very pleasant surroundings, 5-day week, 4 weeks holiday, subsidised restaurant, staff discount and bonus.

Please apply to Miss D. Bailey

THE BOOTS COMPANY LTD,
69-79 Fulham High Road, London SW3.
Telephone 01-731 1313.

MANAGING DIRECTOR'S P.A.

£7,000 neg. plus large bonus

The brilliant Managing Director of a leading American financial company in the City needs a senior personal assistant. This is a very busy job which will involve working with the Managing Director and his staff. The person appointed will be closely involved in many aspects of the company's business. We offer very pleasant surroundings, 5-day week, 4 weeks holiday, subsidised restaurant, staff discount and bonus.

Ring 628 4835

Crone Corkill

Recruitment Consultants

BANK ON IT

EC2 + GENEROUS BENEFIT PACKAGE CIRCA £8,000

The other executive secretaries we have placed in this International Banking Corporation will tell you how much it has to offer. As Secretary to the Chief Representative for the Corporation, you will have full scope for your skills; responsibility for his office during frequent business trips; client liaison; travel arrangements; and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

PHONE ELLY NAGLER on 629 8511 or 499 5986

Executive Secretaries

P.A./SECRETARY

With basic Japanese

£7,500 + Mortgage

A leading British bank requires a P.A. to assist the Managing Director. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

01-408 1611

MacBlain

Recruitment Consultants

FIRST-CLASS SECRETARY

£7,000+

The highly organised Managing Director of a leading progressive firm of management consultants requires a P.A. to assist him in his day to day administration. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

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Crone Corkill

Recruitment Consultants

PA/SECRETARY FOR

TOUR OPERATOR

£8,000

The Chairman of a well established Advertising Agency needs a personal secretary. There is tremendous scope for the business, a great deal of contact with clients, and many functions to arrange and attend. A knowledge of German is preferred. Age 30+.

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STATISTICS SECRETARY

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If you are interested in statistics, this is a great opportunity. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

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Bernadette of Bond St.

Recruitment Consultants

BANK YOUR ASSETS

£5,000

If you are interested in banking, this is a great opportunity. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

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Recruitment Consultants

Secretary with W.P. experience

Starting salary £7,000 - age 21-26

A major International Oil Company in W.I. is seeking a P.A. to assist the Managing Director. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

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DOGSBODY WANTED

With style vive panache for Berkeley Square offices. This position is for the exceptional languishing in an indifferent, position which squares your abilities. Top salary and terms. Phone Anne 409 0868

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MEDICAL PUBLISHERS IN HOLBORN

£5,000

Medical Publishers in Holborn. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

01-408 1611

C. £6,500

Charming Senior Partner of international consultancy firm seeks a P.A. to assist him in his day to day administration. The P.A. will be responsible for the day to day administration of the office, including correspondence, travel arrangements, and general work. A mature, efficient personality with a good knowledge of banking and financial matters is essential. If you are 25+, we'd like to tell you more.

01-408 1611

ANTIQUE GALLERY MAYFAIR

requires Secretary for appointments and general work. Starting mid-November. Box No 0710 G, The Times

01-408 1611

SECRETARY ARCHITECTURAL PRACTICE

Young lively architectural practice located in South Kensington requires Secretary to run office. PLEASE CALL NAGLER ON 629 8511

01-408 1611

FRENCH/ENGLISH GERMAN/ENGLISH

